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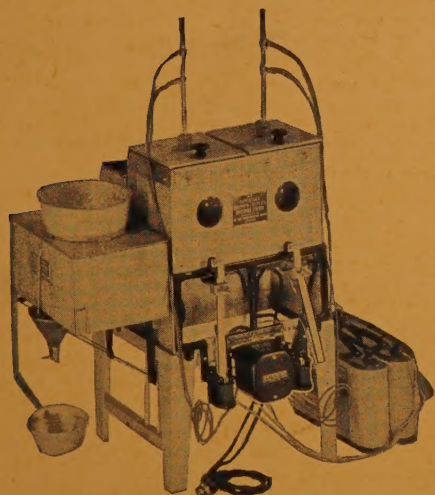
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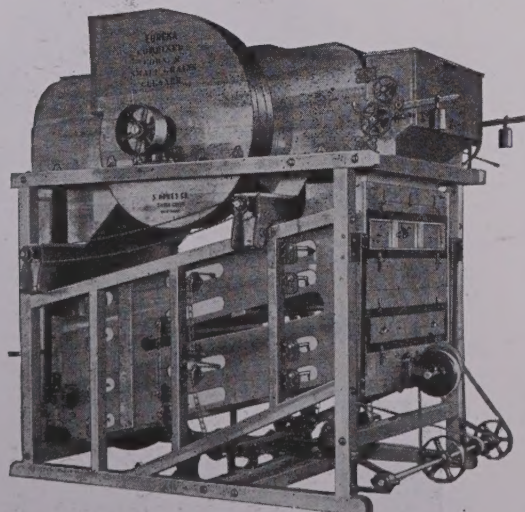
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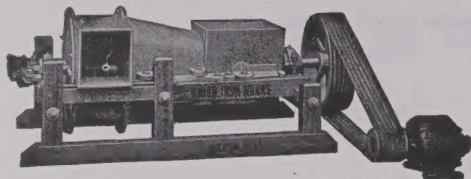
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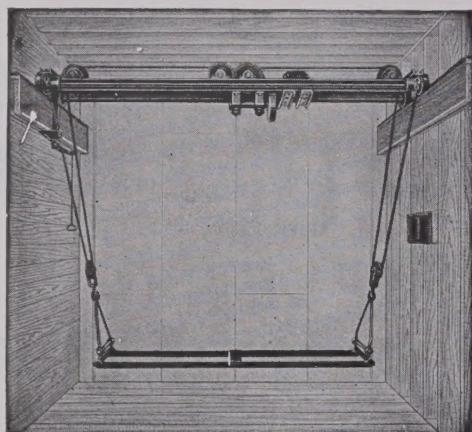
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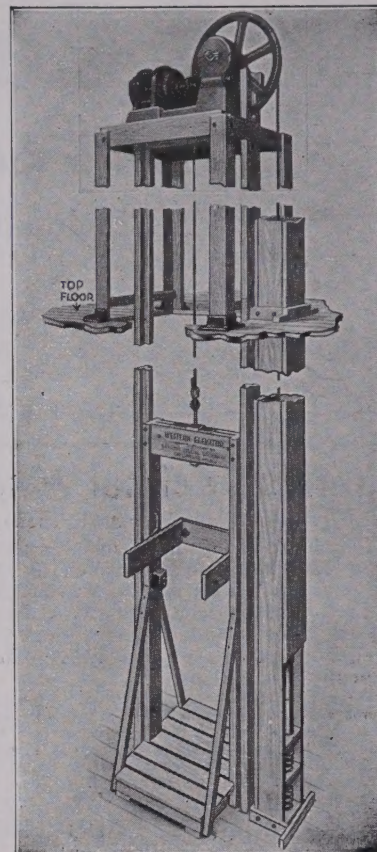
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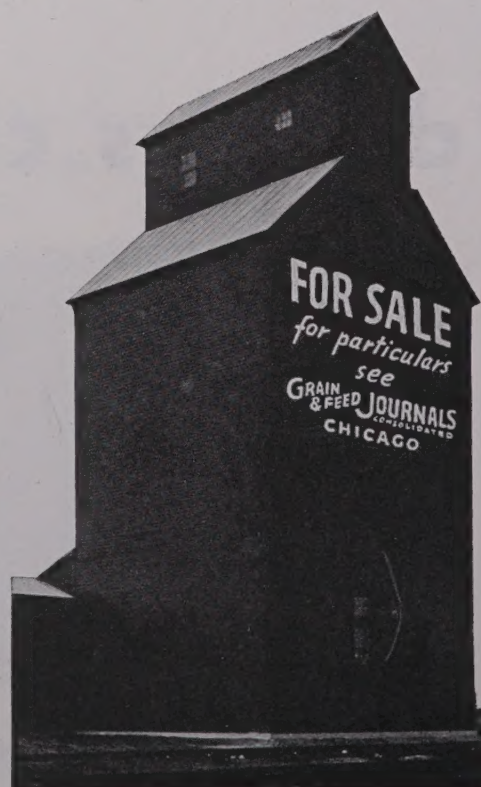


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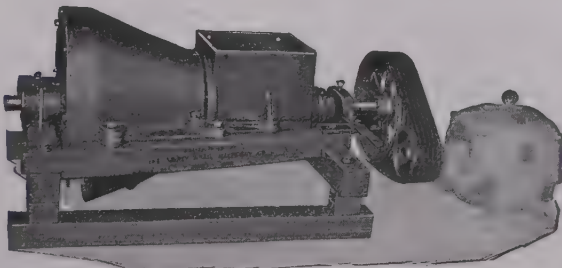
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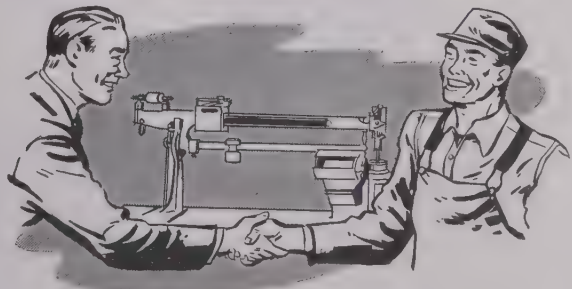
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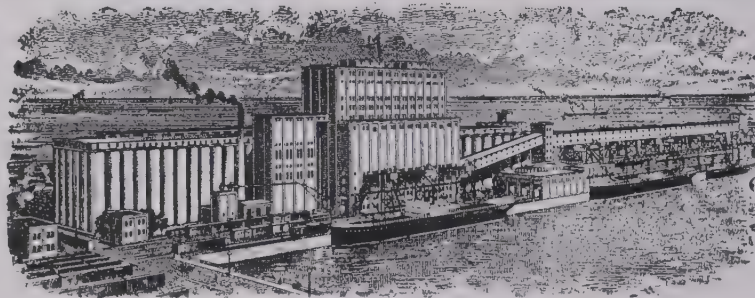


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111 W. Jackson Blvd.

460 St. Helen St., Montreal

12-15 Dartmouth Street, London, England

837 W. Hastings St., Vancouver, B. C.

Jones - Hettelsater Construction Co.

Mutual Building — — Kansas City, Mo.

Designers and Builders

Grain Elevators

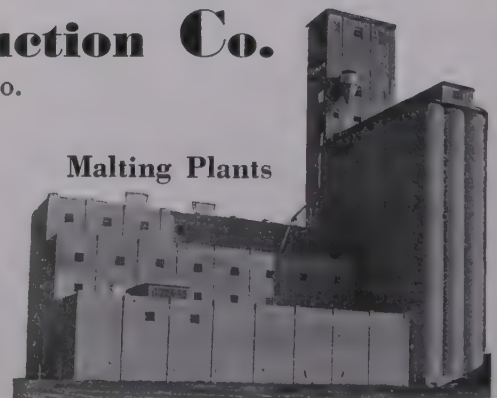
Feed and Flour Mills

Malting Plants

MILLER MALTING COMPANY

LOS ANGELES, CALIF.

Complete Malt Plant Including
Elevator—Kiln House—Germinating Compartments
Designed and constructed by us.



GRAIN ELEVATOR BUILDERS

The Barnett & Record Company

DESIGNERS

MINNEAPOLIS, MINN.

BUILDERS

Grain Elevators

Mill Buildings

Industrial Plants

RELIANCE CONSTRUCTION CO.

Designers — Builders
of grain elevators, wood or concrete
5221 N. Penn. St.
INDIANAPOLIS, INDIANA

HOGENSON

Construction Co.
Designers and Builders
Elevators, Feed Mills, Warehouses
REMODELING
Corn Exchange Bldg. MINNEAPOLIS, MINN

FRIEDLINE

Designs and Builds Grain Mills, Elevators,
Warehouses, Special Machinery
FRED FRIEDLINE & SONS
Kentland, Indiana

Low-Cost Concrete Storage Bins for Corn and Soybeans

Designed to economically expand
your storage space.
Write for information about job
nearest you and see it for your-
self.

J. E. REESER & SON
Farmer City, Ill.

A. F. ROBERTS

Construction Co.
Designers and Builders of
Any Type Grain Elevators
Sabetha, Kansas

G. T. BURRELL

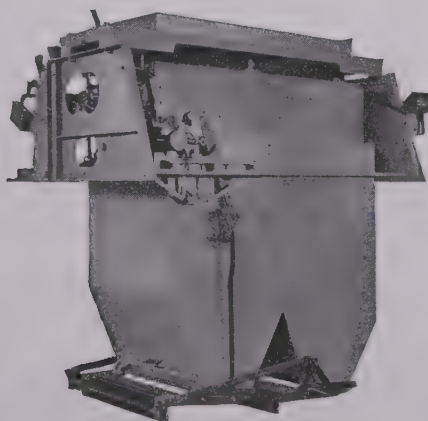
DESIGNER & BUILDER
GRAIN ELEVATORS—FEED MILLS
SOY PROCESSING PLANTS
Our 40 years' experience assures
low cost and efficient operation
9 So. Clinton St. CHICAGO, ILL.

POLK SYSTEM CONCRETE STORAGE

POLK-GENUNG-POLK CO.
Fort Branch, Indiana
Designers — Contractors

A. Clemans Construction Co.

SOUTH SOLON, OHIO
Engineers Contractors
Fireproof Modern Grain Elevators



GET
PAID

for ALL THE GRAIN YOU SHIP

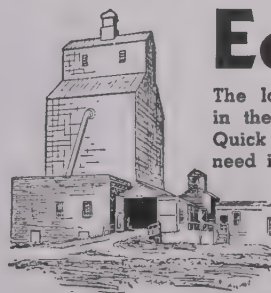
You can't be sure you bill ALL you ship unless you know EXACTLY how much you load to cars or trucks. Avoid undercharges and overcharges by installing a Richardson Automatic Grain Shipping Scale.

It will give you an unquestionable printed record of each shipment—accurate to the last pound. It will even compensate itself automatically for variations in specific gravity and rate of supply. These unique, long-lived scales quickly pay for themselves in time, labor and power savings besides avoiding overweight deliveries and underweight complaints. Bulletin G42034 shows how. Write for a copy.

RICHARDSON

Chicago Minneapolis Omaha Wichita
San Francisco
RICHARDSON SCALE COMPANY, CLIFTON, N. J.

Grain Elevator Equipment



The largest and most complete stock
in the country. Quality merchandise.
Quick shipments. No matter what you
need in the way of machinery or sup-
plies, if it is used in a grain
elevator or feed plant you can
get it from us promptly and at
prices that will save you
money.

We Manufacture:

DIRECT-CONNECTED GEARED ELEVATOR HEAD DRIVES,
AERO-FLEX TELESCOPING PNEUMATIC TRUCK DUMPS,
ELECTRIC OVERHEAD TRAVELING TRUCK HOISTS,
COMBINATION FEEDER, SCALPER AND MAGNETIC
SEPARATOR, PNEUMATIC FEED BLOWERS AND COL-
LECTORS, VERTI-LIFT RADIAL DISTRIBUTORS AND
SPOUTING, PULLEYS, SPROCKETS, GEARS, BEARINGS,
CLUTCHES, ETC.

We Distribute:

Attrition Mills—Hammer Mills—Batch Mixers—Molasses
Mixers—Corn Crushers—Corn Shellers—Corn Crackers
and Graders—Waukesha Power Units—Grain Cleaners—
Oat Hullers—Seed Treaters—Scales—Car Pullers—Air
Compressors—Motors—Manlifts—Conveyors—Belt-
ing—Cups—Rope—Cable—Chain—Dockage Equipment.

GENERAL CATALOG AND PRICES ON REQUEST

R. R. Howell Co.
MINNEAPOLIS, MINNESOTA

Your Elevator's Wants Are Supplied in These Columns

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

FOR SALE—Our two choice remaining grain stations; reasonably priced to close estate. In heart of good oat, soybean and corn area; side lines. Holcomb-Dutton Lumber Co., Sycamore, Illinois.

ELEVATOR, feed mill and coal yard for sale; located in very good farming and feeding section in central eastern Indiana. Will accept clear income property or good farm in exchange. Owner wishes to retire. Address 85S7, Grain & Feed Journals, Chicago.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

FOR SALE—10,000 bu. cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebr.

SOUTHERN MICHIGAN—Elevator located in a good farming community and doing a nice business; elevator capacity, 10,000 bu.; feed mill with Burton feed mixer and Blue Streak hammermill with 40 h.p. motor, direct connected; corn sheller and corn cracker; two large warerooms; coal sheds; office building and equipment with platform scale beside office. Priced right to sell. Address 81V4, Grain & Feed Journals, Chicago.

BUSINESS OPPORTUNITY

FOR SALE—Elevator to be wrecked; also Kewanee lifts, air compressor, motors, etc. Towanda Grain Co., Co-op, Towanda, Ill.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

FOR LEASE

MORRIS, ILL.—Grass seed cleaning plant with warehouse in connection. Address 85U1, Grain & Feed Journals, Chicago.

ELEVATORS WANTED

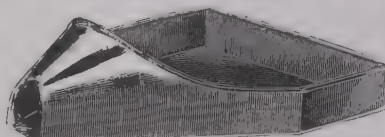
WANT TO BUY grain elevator in good grain territory; give full information. Address 85T1, Grain & Feed Journals, Chicago.

THE WANTED-FOR SALE DEPARTMENT of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

HELP WANTED

WANTED—Competent cash grain solicitor and branch office manager. Central Illinois. Address 85V4, Grain & Feed Journals, Chicago.

SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x16½", \$2.00;
Seed Size, 1½x9x11", \$1.65, at Chicago.

GRAIN & FEED JOURNALS
Consolidated
332 So. La Salle St., Chicago, Ill.

SITUATION WANTED

WANT—Position as bookkeeper and stenographer in grain business; have had 15 years' experience; best of references. Address 85T8, Grain & Feed Journals, Chicago.

Grain Storage Receipts

A written receipt is indispensable to grain dealers who store grain for farmers. This receipt records the amount, kind, and grade of grain, and sets forth terms of storage as follows:

"Stored grain will be purchased at per bushel under the Chicago..... future, settlement to be made on or before 19....., at which date the grain described herein will be considered sold.

"Storage must be paid for at the rate of for the first days, and at the rate ofc per bushel per (month, day) thereafter until sold, this charge to include fire insurance. Deterioration and shrinkage at owner's risk."

Grain Storage Receipt book contains 75 originals of goldenrod bond paper, 75 duplicates of manila, 3 sheets of carbon, and heavy, pearl-grey pressboard covers. Shipping weight, 1 lb. Order Form 158R. Price 95c each, or 3 books for \$2.50, plus postage.

Grain & Feed Journals

332 S. La Salle St. Chicago, Ill.
Consolidated

McMILLIN DUMPS

For Standard Truck, Heavy Duty & Semi-Trailer, Electrically Operated



Cut shows standard truck dump

A dump that fills all requirements. Capacity from smallest wagon to largest truck or semi-trailer. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

L. J. McMILLIN

525 Board of Trade Bldg., Indianapolis, Indiana

Do It Now

GRAIN & FEED JOURNALS
CONSOLIDATED

332 So. La Salle St., Chicago, Ill.

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the semi-monthly *Grain & Feed Journals*. Enclosed find Two Dollars (\$2.00) for one year's subscription.

Name of Firm.....

Capacity of Elevator

Post Office.....

..... bus.

State.....

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 84G5, Grain & Feed Jnls., Chicago.

ROSCO AJAX Huller, Serial No. 1252, practically new. The Robinson Grain Co., Colorado Springs, Colo.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 84G7, Grain & Feed Journals, Chicago, Ill.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 84G8, Grain & Feed Journals, Chicago, Ill.

FOR SALE—No. 2 Cornwall Corn Cleaner with extra set of wheat screens. Good condition; \$150. Glasgow Co-operative Ass'n, Glasgow, Mo.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 84G6, Grain & Feed Journals, Chicago, Ill.

3000' SCREW CONVEYOR, 9" and 12", steel encased, excellent condition, from liquidation of large plant located near Sandusky, Ohio. Consolidated Products Co., Inc., Box 545, Sandusky, Ohio.

MONARCH Attrition Mill 22", two direct connected motors 15 h.p., 440 volt, new runner head, arm and shaft, new plates, very reasonably priced. Address 85T5, Grain & Feed Journals, Chicago.

MACHINERY from 40 bbl. mill; complete, in excellent condition. Six nu-way stands 6"x18" rolls complete with built-in sifters. Could be used to grind and grade corn chop. Will sell all or any part exceedingly cheap. Eberhardt & Simpson Grain Co., Salina, Kansas.

WE HAVE A. C. motors ¼ h.p. to 60 h.p., shafting, hangers, pulleys, belting, bucket elevators, screw conveyors, elevator legs, heads and boots; galvanized iron bins and hoppers, reels, scalpels, aspirators, roller mills, grinders 20 ton Columbia Scale; 12" Howe batch mixer and other machinery. At sacrifice prices. Mill Equipment Co., 319 W. Chicago Ave., Chicago, Ill.

FOR SALE—1 18" Dreadnaught Attrition Mill with magnetic separator; 24" S&W Attrition Mill with 2 20 h.p. motors; 22" Robinson Attrition Mill with 2 20 h.p. motors; a number of single and double head, belt driven Attrition Mills; New Steel King Hammer Mill with remote screen control (new); 1 Clark Power Shovel; Corn Cutter & Grader; Superior Vertical Mixer (new); one ton Eureka Horizontal Mixer; Kelly Duplex Vertical Mixer (new); one Triumph Corn Sheller; Great Western Corn Sheller. Hopper and Automatic Scales; 3 pair high 9x30 Allis roller mill; 2 pair high 9x30 Allis roller mill; 6x15 3 high Nordyke & Marmon mill; Challenge 9x24 3 high; 9x18 Allis 2 pair high. Everything for the feed mill and elevator. Write your wants. A. D. Hughes Co., Wayland, Mich.

Daily MARKET RECORD

A boon to the grain dealer who keeps a convenient, permanent record of daily market quotations for ready reference.

This book provides spaces for recording hourly quotations on Wheat, Corn, Oats, Rye, and Barley. Spaces for a week's markets on a sheet; sixty sheets in a book. Order Form CND 97-5, Price \$1, plus postage. Shipping Weight, 1 pound.

**Grain & Feed Journals
Consolidated**

332 S. La Salle St. Chicago, Ill.

MOTORS—GENERATORS**ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

MOTORS—1 used 3 h.p. single phase, 110-200 v., 60 cycle, 1800 r.p.m., \$50.00; 1 new 5 h.p. single phase, 110-220 v., 60 cycle, \$95.00; 1 30 h.p. Westinghouse Type F, 3 phase, 220 v., 900 r.p.m. with rails, pulleys and late type starter, \$135.00. W. J. Meschberger Elevator & Repair Co., Inc., Lima Road, Ft. Wayne, Ind.

MILL MACHINERY — ELECTRIC MOTORS

24" Bauer belted type attrition mill, \$125.00; Monitor corn cracker, \$50.00; 5 KVA AC gasoline generator unit, \$250.00. Just a few of many items available for prompt shipment including hundreds of REBUILT—GUARANTEED electric motors, all makes, types, and sizes at money saving prices. Send for complete stock list, Bulletin No. 65, thirty-two illustrated pages, mailed free on request. Rockford Electric Equipment Co., 728 South Wyman St., Rockford, Illinois.

MOTOR-PUMPS: Guaranteed rebuilt electric motors, pumps, etc. Largest stock in Illinois, outside of Chicago. Will take your equipment in trade; also offer emergency motor repair and rewinding service. Distributors for Wagner and Peerless motors, specially adapted for farm and grain elevator application. We offer free engineering advice on your problems. Write us without obligation. New illustrated bulletin No. 23, just off the press, will be mailed on request. Rockford Power Machinery Co., 6th Ave. and 6th St., Rockford, Ill.

SCALES FOR SALE

FOR SALE—Good used 20 ft. 20 ton Fairbanks-Morse truck scale; complete with beam. Wilson Grain & Coal Co., Rochester, Ind.

STOP! READ! THINK! One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

DIESEL ENGINES FOR SALE

DIESEL 100 h.p. Y Type Fairbanks Morse 257 r.p.m. completely equipped, perfect running condition; price is right. John Barzen, New Richmond, Wis.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches, \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912.

of Grain & Feed Journals Consolidated, published semi-monthly at Chicago, Ill., for October 1, 1940.

State of Illinois, County of Cook, ss.—Before me, a notary public in and for the state and county aforesaid, personally appeared Charles S. Clark, who having been duly sworn according to law, deposes and says that he is the business manager of the Grain & Feed Journals Consolidated, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, Grain & Feed Journals Consolidated, Inc., Chicago, Ill.

Editor, R. R. Rossing, Chicago, Ill. Managing Editor, Charles S. Clark. Business Manager, Charles S. Clark, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

Charles S. Clark, 332 South La Salle St., Chicago. D. M. Clark, Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state.)—None.

4. That the two paragraphs next above giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is... (This information is required from daily publications only.)

CHARLES S. CLARK,
Business Manager.

Sworn to and subscribed before me this 16th day of October, 1940.

(Seal) Bernard F. Martin,
Notary Public.
(My commission expires November 19, 1941.)

Improved Grain Tickets

Owner		
Hauler		
Grain	Grade	Dockage
		%
Gross		
Tare		
Net		
Total Dockage		
Net Pounds		
Bushels		
Price	Amount \$	
Storage Ticket No.		
Check No.		
		Station
No.	19	
Weigher		
Name of Firm or Buyer (Illustration is one-half size of original ticket.)		

Using Form 19GT as a scale book saves much time and labor as one writing with the use of carbon will give you a complete record and a ticket for the hauler.

Each of the 125 original leaves bears four scale tickets, printed on white bond, machine perforated. Each ticket is 3 inches wide by 6¾ long. The 125 duplicate leaves are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book is 7½x12 inches, supplied with 5 sheets of No. 1 carbon.

Duplicating. Weight, 2½ lbs. Order 19GT Dup. Price \$1.20, plus postage.

Triplicating is the same as 19GT Duplicating. In addition, sheets of strong white tissue are bound in between the original tickets and the duplicates so as to facilitate making three copies with one writing. Five sheets of dual-faced No. 1 carbon, 375 leaves. Weight, 3 lbs. Order 19GT Trip. Price \$1.65, plus postage.

Cash with order for twelve books earns 10% discount.

Send all orders to

Grain & Feed Journals Consolidated
332 So. La Salle St., Chicago, Ill.

The WEST Meets the EAST at

BUFFALO

A Balanced Market

GRAIN Commission merchants, track buyers, elevating and forwarding facilities, storage plants, feed mills, flour mills, all in number and variety, give Buffalo every advantage in expeditiously handling grain. Competition is keen, bidding is active, and elevators are equipped with modern machinery for drying, cleaning, clipping, or otherwise improving every kind and grade of grain at reasonable cost.

FEED Buffalo is the natural gateway from the vast grain-producing sections of the West to the large consuming territory of the East. Lake, rail and canal transporting facilities converging at this gateway, have developed a diversified business in feeds. It is the home of a number of active feed wholesalers and large commercial feed manufacturers.

SEED Seed wholesalers, with outlets to the vast hay and pasture sections of the Northeast, that make possible its dairying and live-stock industries, make Buffalo an active market for offerings of grass and field seeds in large and small lots.

DEAL WITH THESE FIRMS

Southwell Grain Corp.

Consignments—Grain & Feed Merchants

Wood Grain Corp.

Consignments

Lewis Grain Corp.

Grain Merchants—Consignments

Eastern Grain Elevator Corp.

Receivers—Shippers—Elevator Operators

Cargill, Incorporated

Grain Merchants

American Elevator & Grain Division

Russell Miller Milling Co.

Receivers—Shippers—Elevator Operators

J. G. McKillen, Inc.

Receivers—Consignments

Continental Grain Co.

Grain Merchants

**Standard Elevator & Grain Division
of Standard Milling Co.**

Receivers—Shippers—Elevator Operators

Greutker, Incorporated

Feed Concentrates and By-products

Sunset Feed & Grain Co., Inc.

Grain and Feed Merchants, Consignments

Craver-Dickinson Seed Co.

Buyers and Sellers—Carlots or less

The Stanford Seed Co.

Field Seed Merchants—Carlots or less

Allied Mills, Inc.

Feeds

Hendy Feed Co., Inc.

Grain and Feed Brokers

Archer-Daniels-Midland Co.

Grains, Soybeans and Feeds

Checkerboard Elevator Co.

Grain and Feed Merchants

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

**AMERICAN ELEVATOR &
GRAIN TRADE**
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., OCTOBER 23, 1940

WABASH wheat is one of the most meritorious of the soft winter varieties, now just released by Purdue University, in the confidence assured by 15 years of testing.

KEEPING an accurate record of the time worked by each employee can be depended upon to relieve both parties of depending upon memory in answering embarrassing questions.

EXCESSIVE moisture in Iowa corn will defer cribbing for loans. Many samples of the new crop show a moisture content of 22 to 30% which, of course, immediately demands caution in handling.

STATE requirements as to noxious weed seeds are to be enforced by the federal government under the new Federal Seed Act; and seedsmen making shipments interstate will find the compilation of requirements of the different states as made by the U. S. Dept. of Agriculture, and published for distribution gratis as a mimeograph of 85 pages, most helpful in staying within the law.

ELEVATOR men who are storing grain for any of the governmental agencies can collect their storage charges quarterly by billing the agency for which the grain is being held.

THE REQUIREMENTS of the federal seed law and the accurate grading of grain and seeds requires more careful work on the part of country buyers in complying with the regulations and discriminating against purchases containing excessive foreign matter.

ALTHOUGH it is generally recognized that the warring and conquered nations of Europe will have their purchasing power greatly diminished, still they must have food of which North America has an abundance, and doubtless, some way will be found to finance the purchase of foodstuffs.

WEED SEEDS and other foreign matter in shipments of soybeans and small grain are earning enough discounts every month to pay for the best cleaner obtainable. Country buyers who pay grain prices for rubbish can not expect to unload the stuff on central market buyers. Vigilant inspectors warn them of dirt's presence.

IT IS gratifying to note that no disastrous dust explosions have occurred recently in grain handling plants, the heavy explosion at Houston, Tex., doing damage only to the one bin of the elevator in which it was localized. Experience is convincing the doubters that it pays to keep an elevator free from dust.

AS THE TAXING laws of some states are so rigidly enforced as to hasten the shipment of good grain beyond state laws, it would seem that taxing practices of the different states could be changed to the advantages of all concerned. Vigilant assessors in some states have hastened the marketing of farmers' crops and depressed prices, by flooding nearby markets.

THE SALE of a site for a 5,000,000-bu. grain elevator at the Head of the Lakes and its construction paid for out of a loan of federal credit at a low rate of interest is not the way to build up the private enterprise system that has made America what it is. All the storage room required would be provided by private capital if permitted to earn a reasonable return on the investment.

AT PRESENT higher levels the wheat futures market is shedding its government loan strait-jacket and prices now are free to respond to current news developments. If the present upward trend continues, as it has since mid-August, the public can be expected to come into the grain futures markets, creating an increased volume of trade that will make an assessment on transactions unnecessary.

FARMERS should be made to feel the pinch of the new Federal Seed Act by requiring them to declare the variety for the information of buyers of seed sold by the farmer, particularly of alfalfa and soybeans. The declaration is required under the new law when the varieties are not distinguishable by examination of the seed.

HUNDREDS of new hybrids of seed corn are being released annually, and in Ohio alone 40 new hybrids released by the State Experiment Station were grown in 1940 by the 200 hybrid seed corn producers of the state. The number of new hybrids offered for sale to the farmer is rapidly becoming too large for anyone to keep track of. As the newer hybrids are usually better the farmer is forced to be trying something new each year, his only safe course being to rely on the reputation of the seed firm from whom he buys.

MICHEL'S GRASS is wonderfully productive where adapted, apparently making good all its promoters' claims, while in unadapted areas, as in parts of Nebraska, it has not produced any more or better pasture than other cereal grains. Until the U. S. Bureau of Plant Industry admits it is a true hybrid, shippers of the seed must perforce describe it not as Michels grass but as a variety of rye. As rye it is classed as a soil depleting crop under the federal conservation program, to the disadvantage of producers of this seed.

THE GOVERNMENT'S practice of lending farmers more than the market value of their grain is convincing many growers that the government has inside information regarding the probable advance in market values so instead of tying up their grain with a government loan, farmers are holding their grain at home in hope of getting the full benefit of the expected advance. The producers have just as much right to speculate in cash grain as the government, but when the government lends more than the market value on producers' grain, it encourages producers to hold for the expected rise.

ELEVATOR fires resulting from buildings being struck by lightning which for many years was the most prolific cause of grain elevator fires known to the trade have been reduced to a minimum by the installation of lightning protection either by copper rods or by connecting the metal roof with metal siding and grounding siding at corners. This protection has proved so efficient all fire insurance companies are now granting a sufficient credit for such protection to more than pay for the protection in the first five years of use. After that the saving in insurance premiums accrues to the owner of the property.

What to do About Trucks

A steadily increasing number of reports reach us complaining of a dearth of business due to the energetic activities of truckers who buy up all available free corn left in a market cornered by agencies of the U. S. Department of Agriculture.

The effect of the reduction in volume of grain business available to country elevators in many sections appears in our news columns, which reflect an ever increasing branching out of country elevator operators into the seed business, the feed grinding and mixing business, and other lines associated with farm trade.

The reduction in the volume of grain business is multiplied several times in its effect thru the combined efforts of the U.S.D.A., and the itinerant truckers. The spread of grain dealers into other lines is less a matter of desire than it is a necessity, and shows an earnest effort to adjust themselves to a new economic condition.

Grain dealers do not ordinarily take a whipping lying down. For this reason we find increasing numbers of them buying trucks of their own and entering the trucking business in competition with itinerants. Thus they fight fire with fire. They offer to the farmers all the service that a trucker can offer, plus the advantage of dealing with reliable local institutions, equipped properly to give honest weights and checks that are good. They bid for grain basis the farm or basis the elevator, according to the wishes of the customer, and they will deliver to distant buyers if there is advantage in doing so.

In the final analysis there are but three ways to fight trucker competition. One is with legislation, one is with such a deep cut in rail freight rates that trucks cannot compete, the third is by purchase of trucks, individually or cooperatively, and operation of them in direct competition with gypsy merchants operating trucks.

Legislation has been effected against itinerants in a few states and has proven questionably effective according to the alertness of its state law enforcement officers. Railroad freight rates have been cut in some localities and this has borne restricted results. But for the vast majority of grain dealers operating in the United States the most effective weapon yet found has been purchase and operation of trucks in competition with the truckers. In few instances where this has been tried intelligently, and with full recognition of the fact that when trucks are bought a business must be expanded to keep them busy, has this plan of operation been given up later. In the majority of instances this way of matching competition has proven effective.

We are for legislation that will curb the itinerant trucker; we are strongly in favor of cuts in freight rates that will return the grain and feed business to the

rails in full volume. But it must be admitted that a long period of waiting for this needed aid can eat up a lot of working capital and can result in a loss of many customers who may never return when they get the habit of dealing with other agencies.

The National Convention

The National Convention of the grain dealers of the U. S. held at Louisville, Ky. last week, was one of the best attended conventions of recent years, but it merited an attendance of several times the number actually registered. The group meetings as well as the general meetings were well attended by interested dealers who desired to get and give information regarding the subject under discussion.

Many of the addresses were worth going across the country to hear and the delegates from Texas, Washington, Canada and Florida expressed delight at having made the journey.

The progressive merchants of the land are completely convinced that if the interests of the trade are to be respected by the bureaucrats, the members of the trade must join wholeheartedly in formulating practical plans for promoting the best interests of the trade.

Thirty-nine years ago the Association at its great Des Moines meetings adopted arbitration rules and trade rules primarily for the purpose of obtaining an equitable adjustment of trade differences and disputes without resort to the courts. The splendid work of the arbitration committees has given the entire trade a clearer understanding of what is considered fair dealing but a higher respect for the rights of others as well as a better understanding of their own responsibilities. The Association has through the years brought about marked improvement in trade methods and practices by all the grain dealers and should now be in a strong position to secure relief from unreasonable regulations and limitations by government bureaus.

It is generally recognized that the grain trade provides a real service to producers and consumers in facilitating and expediting the efficient and economical marketing of grain throughout the world. It is easy to produce a surplus of grain crops, but experience has uncovered a world of difficulties in finding profitable buyers. The grain dealers of the land have won a real place in the commercial world by their most efficient service and it is time that they should all join in a common demand that their calling be respected and their service equitably rewarded.

The National Association has always worked earnestly for better methods and always will, even though the members of the trade neglect to give it that sincere support which they know it merits.

Farmers Will Harvest Gratuities

The number of farmers meekly submitting to governmental dictation of their grain and cotton production is so small as compared with our country's total number of farmers, the volume of production has not been materially reduced by the regulations and limitations of the A.A.A.

Most farmers have always preferred to run their own business even to the extent of spurning political suggestions for improved operations. Farmers who have accepted the bribes of the bureaucrats to comply with allotment regulations have always resented the government's attempts to plan production. Even though farmers have accepted the government's gratuities, the recipients know full well that the awards are not expected to result in real conservation of soil.

Imaginary emergencies seem to have been devised primarily for winning the good will of the farmers rather than an earnest desire to reduce production. Most progressive farmers have recognized the subterfuge and, no doubt, will comply with enough of the government's regulations to harvest some of the gratuities, although at the same time striving to direct their own volume of production as best promotes their own interests.

Business Crippled by Easy Credits

Many successful country grain buyers have unwittingly permitted their business to be needlessly sacrificed on the Altar of Doubtful Credits.

One of the costly policies adopted by many country elevator operators when engaging in side line merchandising is the free extension of credit to Tom, Dick and Harry without sharp discrimination against buyers of doubtful responsibility. Having always paid cash for grain purchased, the old grain buyer naturally expects all buyers of his merchandise to pay promptly, but often is sorely disappointed and his sales ledger is soon loaded with slow and doubtful accounts.

Investing working capital in Accounts Receivable soon forces an expensive increase in bank loans and the merchant soon devotes more time and worry to collections than he had thought possible. Changing 6 per cent interest on all accounts over thirty days past due and firmly refusing to settle for less, he has helped to reduce dead beat lists and induced many buyers on credit to adopt the cash and carry plan.

Slow accounts at one elevator often drives debtors and their cash to other merchants who have the courage to refuse credit. Losses have been materially reduced in many communities by an exchange of debtor lists among competing merchants.

Gypsies Give Rubber Checks Again

So many grain elevator operators have been swindled by gypsy merchants through the medium of rubber checks, the wonder is any dealer would accept a check from a stranger, in payment for grain, even though it be certified by the bank on which it is drawn.

Nearly every month we have occasion to call attention to the repeated operation of this old-time swindle and now two grain dealers of Douglas County, Illinois are looking for Charles A. Bowman and Carl Jett, both claiming to reside in Washington, Ind.

Doubtless, these credulous dealers gave corn to the same swindler in the amount of \$130.20 and \$409.62 and for a time, at least, he will operate in new territory. Each of these nomads had bought corn before and the checks proved all right, but after they had established enough confidence with the grain elevator operators to obtain more corn on a day when the banks were closed, they bought the limit.

Clamping Down on Dirty Corn

"Dirt" is scientifically defined as "matter out of place," and this description eminently fits the rodent excrement nearly always found in corn that has long been stored outdoors in farm cribs and granaries.

Corn contaminated with too much rat dirt is classed under the grain grading rules as "of distinctly low quality." Any grain so described can not fall within the five numerical grades, but must be designated "sample," which is no grade.

Recognizing the increasing quantity of corn arriving at central markets with rodent excreta the federal grain supervision on Sept. 30 instructed licensed grain inspectors that "corn containing in excess of two-tenths of one per cent rodent excreta shall be considered to be distinctly low quality." Corn containing rat dirt was always subject to being designated as of distinctly low quality; the new instructions merely setting a definite percentage as a guide to inspectors.

This increase in rat dirt is not due to increased activity on the part of the rats but to increased activity on the part of the federal government in interfering in the grain business by creating an ever-normal corn granary in its policy of persuading the farmer to hold corn in farm cribs by granting loans and making an allowance for storing in cribs on the farm.

The government does not permit the farmer to get a loan on its no-recourse terms on corn that the farmer places in a regular grain elevator where it can be protected from rodents, cleaned and fumigated. In its superior wisdom the A.A.A. insists that the corn must be

kept in farm cribs where the rats can get at it.

Rattage, shrinkage and deterioration are the natural sequents of the ever-normal policy; and although in force for a few years only this policy already is bearing its rotten fruit. Leave grain in store long enough and its entire value when taken out of store will have been more than eaten out by the costs of storage, with benefit to no one but the rats.

Speed Up Car Movement

The car service division of the Association of American Railroads, by W. C. Kendall, chairman, is appealing to shippers generally for aid in attaining the utmost efficiency in the use of freight cars to meet the increased demands upon the freight car supply.

While the volume of loadings may not greatly exceed the loadings during the corresponding period last year the nature of the traffic is putting a strain upon the freight car supply.

The rapidly expanding demands of the national defense program are resulting in greatly stimulated requirements, particularly for lumber and other construction materials. Much of this is long-haul traffic, which when added to a substantial increase in transcontinental traffic due to a reduction in intercoastal vessel operation requires greater service from the car supply than indicated by the comparison of volume loaded.

The railroads built new cars last year to the number of 66,838, and this fall had 18,458 new cars on order, in an endeavor to do their part, and now ask shippers to do theirs by relaxing somewhat the more technical requirements as to car condition, and by utilizing such cars as are furnished by the railroad, if such cars have been approved by the railroad mechanical inspector for the commodity to be loaded.

Shippers are urged to order cars as much in advance as possible, specifying type and size of car, destination, routing and commodity to be loaded.

To refrain from reloading cars released at plants where such loading is not in accordance with car service rules, and unless authorized by serving road.

To load and unload promptly. Instead of taking advantage of the full 48 hours free time, co-operation in releasing cars in time for an earlier switching pick-up will add to available car supply.

Promptly to notify railroad agent of cars unloaded and ready to be moved out.

To load cars to capacity, weight or cubical, as the case may be, where orders or unloading facilities permit.

To avoid inflation in car orders.

But do not load above a line 24 inches from the roof, else sampler will not attempt to draw a fair average sample of cars contents.

No Recovery for Fall from Employees' Elevator

The Supreme Court of Oklahoma on Oct. 31, 1939, affirmed the decision of the district court of Garfield County in favor of defendant Oklahoma Wheat Pool Terminal Corporation against plaintiff Marcella Rodgers, who sought to recover damages for the death of her husband, John H. Rodgers, by a fall from an employees continuous belt elevator in the grain elevator of defendant, July 11, 1932.

The elevator was a belt about 24 inches wide operating from the basement to the upper floors, over 100 ft. up. The steps on the belt were about 14x20 inches and extended out about 14 inches from the belt. A hand hold was attached to the belt about 6 feet from each step.

Rodgers stepped on the lift to ride to an upper floor, but when he had been elevated 85 feet he fell to instant death.

This suit was twice tried. Plaintiff was given judgment in the first suit, but this was reversed on appeal. The second suit resulted in a judgment for defendant.

A millwright employed in the same city testified that a manlift in the Pillsbury Flour Mills, where he was employed, had been approved by the Labor Commissioner. On objection, however, this testimony was stricken.

The court also refused to permit an expert witness to give an opinion that the distance from floor to floor was dangerous.—96 *Pac. Rep.* (2d) 1040.

Recovery of Loss in Speculation

The suit by Myrtle Salzman against E. A. Pierce & Co. to recover losses suffered in wheat speculation again is kicked from court to court, the latest ruling being that by Circuit Court Judge John Prystalski, Oct. 7, against the lady speculator.

Judge Feinberg had decided in favor of the defendant brokerage firm, holding that the members of the firm did not know what Palke, their customers' man, who handled her trades, knew. He held gambling was a crime and there is never any authority implied permitting an agent to commit a crime.

Justice John M. O'Connor on appeal reopened the suit and ruled in favor of plaintiff, holding a brokerage firm cannot escape liability for the acts of its employees. He remanded the case for a new trial, which now results in favor of defendants.

The suit was for \$25,000 under the Illinois gambling statute, permitting recovery of three times the damages.

E. A. Pierce & Co. is an eastern house having an extensive private wire system and memberships on the principal exchanges. Their Chicago resident partner, Winthrop H. Smith, was not shown by the evidence to have had knowledge that Mrs. Salzman was gambling on differences.

Plaintiff's attorneys are expected to appeal, and it is hoped they will do so to clear up two points brought up in the peregrinations of the case thru the courts. One question that was brought up for the first time in any court is the unconstitutionality of the law, in Sec. 132 of the Illinois Statutes, that on orders executed on a Board of Trade no person who accepts an order shall be deemed a "winner."

Another point is whether the knowledge of a customers' man can or can not be imputed to his employers.

To get a 1941 wheat loan, the Illinois farmer co-operating in the AAA farm program must also get a parity payment, it was announced. In other words, the requirements for obtaining both are the same. The farmer must not only be within his wheat allotment, but must also be within the total of special allotments or permitted acreages such as wheat and corn for the farm.

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Free Time on Re-Inspected Grain?

Grain & Feed Journals: I understand that some time ago the railroads at Chicago changed the demurrage rules to give more time for appeal from inspection. What is the new rule?—A. S. Lewis.

Ans.: Effective July 8, 1940, the railroads established the following rule:

"On all grain or soy (soja or soya) beans held in transit, subject to federal or state inspection, and on seeds (field or grass), grain screenings or seed screenings, held in transit, subject to recognized official inspection, free time for disposition will expire at 6:00 p.m. of the day that inspection is reported by the inspection authorities on or before 11:00 a.m., except that where reinspection or appeal is called and the grade is changed by the federal or state inspection authority, one additional day of free time shall be allowed, provided a copy of the call for reinspection or appeal is filed with this railroad's agent, within the free time provided above. The bulletin form of notice may be used in lieu of written notice of arrival to the consignee."

The part in boldface type is the new addition to the rule. It allows one more day on re-inspected grain, provided there is a change in grade.

Disappearance of Carrying Charges?

Grain & Feed Journals: Many years ago there was always a good profit in carrying grain in store against a hedge on the future delivery.

Long before delivery month arrived it was possible to buy it in and resell the later month at a higher price. For example, back in August, 1914, December wheat sold at \$1.17½ and May wheat at the same time at \$1.25. The following year, 1915, December wheat sold Aug. 4 at \$1.09½ and May wheat at \$1.14¾, enabling the warehouseman to change over at a profit of 7 cents in 1914 and 5 cents in 1915. In earlier years this was true except in case of a corner.

Today May wheat is selling one cent under December, which is a loss to the hedger changing over from December to May.

Why don't we get the carrying charges we used to get forty and fifty years ago?—A. T. Martin.

Ans.: Many years ago there was general public participation in grain speculation; and in the belief that prices would be higher several months later the common practice was to buy a distant future to hold, rather than to buy cash grain or the near-by delivery. This concentration of buying in the deferred months kept them at a premium.

In recent years the public has abandoned the grain markets, as shown by statistics of the Commodity Exchange Administration; and support for the distant future has been absent, with the result that the distant futures often sell at a discount under the near delivery.

Under the "ever-normal" granary theory there is in the future never to be any scarcity, making for high prices, so why buy wheat, may be the attitude of the public.

Formerly one who bought grain and sold it could keep all the profit. Now he must divide with the tax collector if a profit, and bear all the losses himself.

From Abroad

Fire following an air raid destroyed the quarters of the London Corn Trade Circular, which has been published for 97 years.

South Africa's corn crop is officially estimated at 69,120,000 bus., against 93,680,000 bus. a year ago.

Australia's wheat crop was estimated Oct. 15 at 85,000,000 to 90,000,000 bus., compared with 210,160,000 bus. last season.

Roumania has decreed a 62% increase in the fixed minimum price paid for wheat, to about \$1.30 per bushel. After Nov. 1, 6 cents extra will be paid as an inducement to hold.

Trucker Salesmen Exempt from 40-Hour Limit

New regulations recently announced by the Federal Wage-Hour Administration, effective Oct. 24th, exempt driver salesmen from minimum wage and overtime requirements. This will exempt truck drivers who make deliveries and collections or take orders provided such overtime does not exceed 20 per cent of the number of hours worked by non-exempt employees of the same employer in a work week.

Work Week Limited to 40 Hours

Beginning next Thursday, Oct. 24, 1940, under provisions of the Fair Labor Standards Act, the maximum workweek without overtime is established at 40 hours. Employers whose regular workweek starts before midnight Oct. 23, need conform only to the 42-hour limitation during that week.

The 40-hour regulation applies to employees who are engaged in "commerce" as defined in the Act. Commerce under the Act is defined as the production of goods that move across a state line, even after they have left the control of the employee, or the proprietor of the establishment. Employees of a retail establishment selling less than 50 per cent interstate, are exempt.

Washington News

The Wage and Hour Division revised its rules Oct. 13 on exemption of executive and professional workers from the 40-hour week.

The bill amending the Commodity Exchange Act to include several other commodities has been approved by the President and will become effective after 60 days.

The C.C.C. has sent out a circular letter from Washington stating "Our interpretation is that the loan value on mixed wheat is 2 cents per bu. less than the loan value of the lowest subclass of the class in the mixture which takes the lowest loan value regardless of whether such subclass is actually present in the mixture. For example, a mixture of hard red winter and soft red winter would command a loan value of 2 cents less than the loan value on the subclass, yellow hard winter."

Where a taxpayer continues to pay salaries or wages to employees who are called for military service, such amounts may be deducted for federal income tax purposes. Salaries paid to those who are serving their government in other ways at a nominal compensation but who intend to return to the taxpayer's business at the conclusion of such service will also be allowed as deductions for income tax purposes.—Buro of Internal Revenue.

The Senate com'ite on campaign expenditures is conducting an investigation of charges that 88,000 township com'itemen of the Agricultural Adjustment Administration have been asked to donate a certain percentage of their per diem pay to a political organization. Paul H. Appleby, undersecretary of agriculture, told the com'ite Oct. 17 that the Hatch Act forbidding federal employees to take an active part in politics does not apply to local com'itemen of the A.A.A.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Oct. 25. Texas Seedsmen's Ass'n, Austin, Tex.

Nov. 15. Texas Feed Mfrs. Ass'n at College Station, Tex.

Dec. 3, 4, 5. Western Grain & Feed Ass'n, Des Moines, Ia.

Dec. 10, 11, 12. Farmers Elvtr. Ass'n of South Dakota at Lincoln Hotel, Watertown, S. D.

Jan. 13, 14. Northwest Retail Feed Ass'n, Hotel St. Cloud, St. Cloud, Minn.

Jan. 27. Farm Seed Group of the American Seed Trade Ass'n at the Palmer House, Chicago, Ill.

Jan. 28, 30. Farmers Grain Dealers Ass'n of Iowa, Des Moines, Ia.

Feb. 18, 20. Minnesota Farmers Elevator Ass'n, Hotel Radisson, Minneapolis, Minn.

June 9, 10, 11. Society of Grain Elevator Superintendents, Minneapolis, Minn.

Machinery has reduced the time required for farm production to a low figure. The Kansas State College extension department reports that on the basis of 15 bus. to the acre, 2 hours and 33 minutes of man labor was required to produce a bushel of wheat in 1850, 30 minutes to produce a bushel in 1910, and only 7 minutes to produce a bushel today, due to the tractor and combine.

Will Discuss Weather and Crops

Kansas City, Mo.—A joint meeting of Kansas Weather-Crops Seminar and Kansas City Seminar of American Meteorological Society will be held at the Hotel Continental Nov. 2. The program calls for a pre-harvest survey of wheat conditions, by A. J. King, of the U. S. Department of Agriculture; a discussion on the influence of rain and temperature on corn yields, by Floyd E. Davis, Des Moines, Ia.; a study on the relation of climatic conditions to plant diseases, by L. E. Melchers of Kansas State College; a review of weather-crop literature, by J. E. Pollesen, Denver, Colo., and an evaluation of modern meteorology by Commander F. W. Reichelderfer, of the U. S. weather bureau.

New Federal Laws

THE SENATE this week passed a conference report extending supervision of the Commodity Exchange Administration over fats and oils. Its passage also is predicted in the House this week or next.

HR 6480, AN AMENDMENT to the AAA Act of 1933, has passed both Houses of Congress. The original Act prohibited shipment of grain upon which a storage ticket was outstanding without prior surrender of the storage receipt, but the amendment permits such re-shipment under certain conditions in order that country elevators shall not become glutted during heavy harvest movements.

THE TRANSPORTATION ACT of 1940 is now law. Many think it will have important bearing upon trucks and barge lines; it makes possible the wiping out of railroad land grant rates. The Act is complicated and it will be some time before its full effect can be measured. Meantime, the Act will be explained to members of the Grain & Feed Dealers National Ass'n at the Louisville convention by L. W. Horning of New York, an official of the Association of American Railroads. This should be a most important talk.

The Grain Trade's Pressing Problems

President Sexauer's Address Delivered Before Annual Convention of the Grain & Feed Dealers National Ass'n at Louisville, Ky.

The keynote of this discussion today is intended to be serious and to carry a challenge, serious because we face immediate decisions which may determine our very existence as men engaged in private business, serious because of its effect on agriculture and our National Defense Program as an essential service is crippled, and a challenge because our trade is so poorly organized to meet these problems and has pitifully neglected its own defenses. The situation today is serious not only as it affects the grain industry, but because of its effect on agriculture and the country as a whole, for at this time America needs to be strong and needs to strengthen its essential services.

THE MOST MOMENTOUS DAYS of all history. Our American democratic form of government which produced the greatest civilization and the highest standard of living this world has ever seen, based on opportunity for the development of individual initiative, is now drifting back to the totalitarian form of government from which so many of our forefathers fled—a form of government where the state does the planning and the thinking and the individual becomes a cog.

OUR PREJUDICE in the present great conflict across the waters is not so much against a nation or a race as it is against a new and terrorizing form of government which is in opposition in its philosophy to our own. We justly fear this on-rush of national socialism and are preparing to defend ourselves against it. State socialism implies dictatorship and complete loss of individual freedom. This is contrary to the American philosophy and the American way, and we want none of it. Despite this overwhelming opposition to national socialism there nevertheless has been a rapid drift that way.

This threat to Democracy both at home and from abroad I present to you as our most serious problem. The danger is that it may be gradually thrust upon them, and us, as the thought is developed that the only way to wage a war against, or compete in world trade, with a totalitarian government is to set up a totalitarian government here. Statements to this effect have already been made in the halls of our Congress. This is a defeatist attitude, and is an admission that democracy is a failure. I cannot subscribe to such a philosophy. I believe that a free and independent people living under a government where individual initiative is encouraged, will always prove to be better fighters and keener competitors than a people whose individual acts are prescribed by rules and regulations and who are ruled and governed by fear and repression.

OUR FOREMOST DOMESTIC PROBLEM is the farm problem. During the last war we were told that food would win the war. Agriculture accordingly stepped up its production, and production and distribution and consumption have been out of balance practically ever since. Unfortunately this problem was not approached as the common problem of agriculture, industry, and the government. Rather, class or group prejudices were fomented in many instances and misunderstandings followed.

The grain trade, despite the fact that it had developed the most efficient marketing service in the world, and recognized as such by the Federal Trade Commission, was nevertheless regarded in some quarters as responsible for the maladjustment and low prices. Ill advised farm legislation was enacted which badly crippled or handicapped the marketing service of agriculture. Instead of employing the efficient services and facilities already in existence so far as possible, agencies were created which proceeded to violate known sound fundamental

principles, which brought disaster to producers, grain handlers and the public treasury alike.

A more sensible and logical approach would have been for all interested parties to have sat around a common council table. I recognize that it is only natural and proper that agriculture should want to develop its own plan or program just the same as business would expect to develop its program. However, when I build an elevator, I sketch the plan, but I then call in for consultation draftsmen, and engineers, and then employ the best builders I can engage. When the elevator is completed, it still is my plan but I have avoided many costly errors and mistakes because I have consulted and employed men who are experts in engineering and construction. Likewise, if the council of experienced grain men had been considered in the development of our well meant farm programs, many costly and disastrous mistakes could have been avoided.

THE GRAIN TRADE recognizes that it possesses no inherent rights except to perform an efficient service, and I challenge any trade or industry in the country to point to a better record of service and efficiency than that performed by the grain trade. The grain trade has set up high standards of conduct through rules of the grain exchanges, and rules of the state and national associations. The organized trade recognized that certain laws and regulations by the government are necessary, and as an industry has cooperated with the government in the drafting of such legislation. Our association has not opposed any of the farm measures enacted into law the past eleven years, but has endeavored to cooperate with agriculture and the government in making workable the plans adopted.

We have naturally filed vigorous protests when the government or its agencies endeavored to supplant the services or facilities of the existing trade, and rightfully so, as we did not believe and still do not believe that there is any evidence to support the theory that the government, or its agencies, are more efficient or more honest than men engaged in business. Whether intentional or not, however, the drift today is toward socialistic schemes in the handling of grain. For today we find government agencies in direct competition with members of our trade and we see the government subsidizing one element in our trade to the disadvantage of other elements.

Today the government is our largest warehouseman, and the largest single owner of some grains. It seeks to influence grain prices through quasi monopolies. It is the largest lender of money on grain collateral, and has put its field agencies into the business of merchandising fertilizers, seeds, and supplies in competition with private merchants. It is also the largest single customer of our private warehouse industry under contract terms dictated by itself, and it has set up services which overlap or replace the services of cash grain commission merchants. All this is not conducive to the development of a strong marketing service so essential in this hour of national peril.

I do not imply that these adventures were necessarily undertaken with the definite idea of socializing our industry, but, note the trend of these policies. When loans were made at more than market value there was almost certainty that they would become minimum price payments instead of loans, and that the government would eventually take over and own the grain. As the cost of warehousing mounted, government agencies sought to cut expenses by buying their own storage facilities. When some of this grain moved to terminals, instead of using commission men maintaining a needed year round service, and who are trained, efficient and capable, the government set up its own

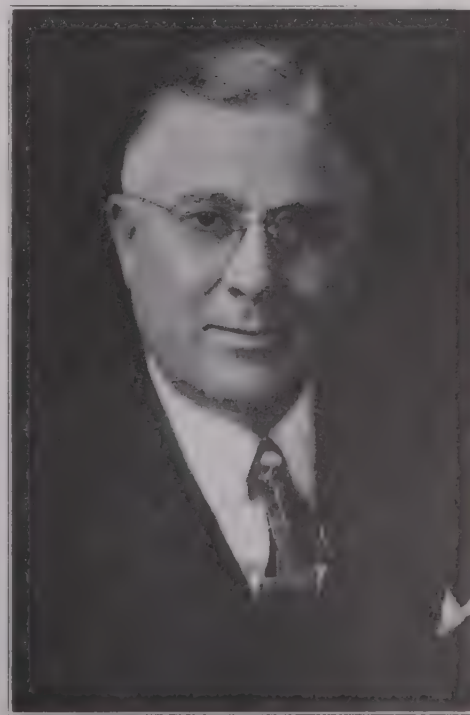
offices to handle this incoming grain into storage and short-circuited the commission merchants of millions of bushels of business.

Each problem developed another problem and prompted another socialistic step, and the end is not yet. Time after time committees from our trade have appeared before agency officials in Washington to ask the lessening of their pressure against this industry and the use of our services. Just as frequently, we have been assured that they did not want to or intend to get into the grain business, but that their last step was an emergency measure and not an intended adventure into government competition. Emergencies have a way of becoming surprisingly prolific. Many responsible government agency officials have openly agreed with our statements and have favored our requests, and I am glad to tell you that on my frequent trips to Washington, I have found little evidence to indicate that there was any premeditated intention on the part of government officials to injure the grain trade. I, too, received the additional assurance just a few weeks ago from high officials that it was now the plan to use the services and the facilities of the trade so far as possible. Unfortunately, there has not always been an understanding and a true appreciation of the services that the grain trade renders.

THE FOLLOWING SUGGESTIONS have been made to the government by your association:

1. We have urged that the government utilize commercial warehouse facilities before they use steel bins for storage. Last year this was declined but this year the policy has been announced.
2. We have urged that cash grain commission merchants be allowed to handle government grain consigned to terminal storage. This point long argued is still open, but recently has been thoroughly re-examined by the government agencies.
3. We suggested many changes in the original draft of the uniform storage contract and as you know many of the changes suggested were adopted. Other suggestions which we regard as important, were not adopted this year, but are now being examined by a special committee of the government.
4. We have opposed use of Land Grant Rates by government agencies in the merchandising of their grain supplies. You will recall our Minneapolis convention last year adopted a resolution on this matter. The Transportation Act of 1940 just passed included this provision with conditions attached.
5. We have opposed the setting up through field agencies, government sponsored and gov-

[Continued to page 356.]



President E. H. Sexauer, Brookings, S. D.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

Retain Exemption for Beans in "Area of Production"

Grain & Feed Journals: The suggestion in the middle column of page 303 of last number of the Journal, in the second paragraph, that in the definition of area of production, the word "grains" be substituted for "dry edible beans" is quite serious as far as our business is concerned.

Inasmuch as dry edible beans are not grain, it is wholly unfair to eliminate "dry edible beans" and substitute "grain," as suggested.

We will thank you to see that this erroneous impression is corrected, because if there is some com'te working to secure a similar exemption for grain, they should be informed that the regulation should be amended to read "grains and dry edible beans" rather than substituting the words "grains" for "dry edible beans."—Michigan Bean Co., Wm. J. Orr, treas., Saginaw, Mich.

Lost — A Birthright

Grain & Feed Journals: Written into the constitution of the United States is provision guaranteeing to the individual citizens the right to life, liberty, and the pursuit of happiness. Bureaucracy, saddling itself upon the nation, has effectively destroyed at least two of these rights.

We still have the right to life, but "liberty" is hemmed in with so many restrictions that it can no longer be justly called "liberty." Everywhere we turn a new law confronts us, and into our every action bureaucrats probe with a growing carelessness toward our constitutional rights. Many of the laws themselves are decrees set down by the bureaucrats instead of the will of the people.

"Liberty" presumably means freedom of the citizens for reasonable action in free commerce, and free markets, as well as freedom in other ways. Where, in this country today, is freedom for the elevator operator? Grain, the natural resource on which operation of an elevator depends, has been cornered by the greatest monopolistic speculator we have ever known, the U. S. Department of Agriculture. Free grain in volume and on natural markets is no longer available. A bureaucratic monopoly tells the farmer how much it will pay (of course, its payments are called loans), and how much he can raise and deliver under its cooperative plan.

A bureaucratic monopoly sets up a "uniform storage agreement" to dictate to owners the manner in which they may operate their elevators, setting up its own requirements for storage, and hammering down the rate it will pay for the service it demands with threats not to use established facilities and allow the elevators to languish and die for lack of resources.

How can a grain dealer, whose heart and soul is bound up in the business of performing efficient service to farm trade in rural districts, be happy under the dictatorial thumb of a bureaucracy supported by his as well as other taxes? He is still free, it is true, to pursue happiness in some other field of endeavor. But other fields are rapidly disappearing into the maw of the same or similar bureaucracies, and what grain dealer could be happy in any other field? So the right to pursuit of happiness has disappeared with our long cherished freedom.—John Ritter.

Stored Grain Pests

By W. A. PRICE, state entomologist and head of Department of Entomology and Botany, University of Kentucky, before Grain Grading School at Louisville

On the basis of climatic conditions, the United States is divided into four regions. Region 1 includes the northern tier of states and a good portion of the Rocky Mountain area. This region is best adapted for safe farm storage. It is difficult for stored grain pests to survive the winters except in heated buildings in this region.

Region 2 includes a small area bordering Region 1 on the south. This includes a portion of Ohio, Indiana, Illinois, Iowa, Kansas, Nebraska and Missouri. In this area stored grain pests make storage of grain hazardous, in some years. Should have frequent inspections and on occasions fumigation will be necessary.

Region 3 includes a rather wide belt extending across the United States and includes a part of the states of Pennsylvania, Virginia, West Virginia, Ohio, Indiana, Kentucky, Illinois, Missouri, Texas, Oklahoma, New Mexico, Arizona and California. In this region it is hazardous to store grains, and pests may be expected to be troublesome every year.

Region 4 constitutes the southern portion of the United States. Here insect control is difficult and farm storage unsafe and not recommended unless the storage bins are equipped for fumigation.

If grain is stored for more than one season, in all probability it will be necessary to treat it for stored grain pests. The method of treatment will vary with local conditions. Some large elevators are equipped with commercial driers. These establishments can often be fumigated with heat.

Few stored grain pests will survive temperatures of 120-130° F. for more than 2 or 3 hours. Where it is possible to use heat it will be found very effective in treating stored grain pests. Heat machines have proven fairly effective in treating grain, however, these are still in what might be termed the experimental stage.

CALCIUM CYANIDE—Most farmers and grain dealers, I believe, will find that fumigation will provide the best means of eliminating grain pests. In the case of large terminal elevators, granular calcium cyanide can be used effectively in the extermination process. This material combines with atmospheric moisture to form hydrocyanic acid.

This fumigant is applied by being fed into the grain stream as the bin is being filled. Especially designed feed applicators are fitted to the drums of calcium cyanide for the purpose of feeding the fumigant into the grain stream at the desired rate, which in most cases will be 25 pounds per thousand bu. Treated grain should be allowed to stay in the bin for at least 3 days before being moved or aerated. Hydrocyanic acid gas is a deadly poisonous material and should be handled with great care. The operator should be provided with a gas mask and workmen should be kept away from the fumigation operations for some time after the grain has been removed.

CHLOROPICRIN (tear gas) is another fumigant. This is an excellent insecticide which temporarily affects baking and milling qualities of grain. These ill effects, however, pass off when the grain is aired. It is used at the

Illinois Soybeans Suffer from Weed Seeds

A weed seed causing an unusual amount of trouble in soybeans this year, reports the Baldwin Elevator Co., is identified by the University of Illinois as spiny sida.

Sida spinosa, more commonly known as spine-mallow, or prickly sida, belongs to the mallow family. It is an annual, growing from seed each year. It grows late, and matures late, usually in places which are uncultivated, or in corn or bean fields after the crop is laid by.

The plant normally grows from 10 to 20 inches high. Its leaves are ovate-lanceolate, sometimes oblong, sharply toothed. The flowers are yellow, growing singly on the plant. The seeds are dark brown, crescent shaped, smooth with two beaks at the top, and about one inch long.

The plant is found on dry ground or waste places from Main west to Iowa, and south to Florida and Texas. It is related to the hollyhock, and is found in gardens, dooryards, and the borders of lawns as well as in corn and bean fields. Control is by hand pulling, hoeing, or spudding off below the ground.

Central Illinois soybean growers are showing a disposition to plant soybeans in rows which will permit cultivation and permit some control over weeds.



Sida spinosa

Illinois soybean fields suffer from spiny sida.

rate of 2 pounds to a thousand bu. of grain and like calcium cyanide, it is a poisonous material and one working with it should wear a mask.

ETHYLENE OXIDE mixed with carbon dioxide (dry ice) is another good fumigant. This material is coming into great favor with terminal elevator men. It is safe, one hundred per cent effective, leaves no odor and does not affect the baking or milling qualities of grain. It is prepared by mixing 3 pounds of liquid ethylene oxide with 30 pounds of carbon dioxide in the solid form. This mixture is then introduced into the grain stream at the rate of 33 lbs. per 1,000 bus.

METHYL BROMIDE offers some promise as a fumigant for stored grain pests. It is still in the experimental stage and no recommendation is made for it in connection with the fumigation of stored grain pests at this time. Of the fumigants mentioned only chloropicrin and ethylene oxide may be considered as detrimental to the germinating qualities of the grain. The others will affect the germinating of grain very little, if at all, when used according to directions.

Constitutionality of the Fair Labor Standards Act will be reviewed by the Supreme Court in an appeal by Opp Cotton Mills, Inc., Opp, Ala., from an order of the Wage-Hour Division fixing a minimum wage of 32½¢ per hour for textile workers.

A New Wheat Resistant to Leaf Rust

A new soft red winter wheat variety, named Wabash, has been bred by the Department of Botany of Purdue University Experiment Station, and released by the Department of Agronomy.

The Bureau of Plant Industry co-operated in breeding this wheat, which is valued highly in account of its resistance to leaf rust.

The resistance of the variety to leaf rust has been tested since 1924, both by natural and artificial inoculation, and during that time it has never been appreciably attacked by leaf rust.

It has also been tested over the entire wheat growing area of the United States each year since 1932. In these tests, it has had the highest average resistance to leaf rust of all the soft winter wheat varieties tested. Wabash is also resistant to the mosaic disease which is of considerable importance in several areas of the state.

Wabash is a beardless, white-chaff wheat, growing slightly taller than many wheats common to Indiana. Yield tests, in cooperation with R. R. Mulvey of the Agronomy Department, show it to have the highest yield record at

Lafayette of all varieties tested during the period of 1930-38. In 1935, a year of severe leaf rust attack, Wabash was the only variety tested over the state that produced plump grain of good quality. The grain is of the soft type highly satisfactory for the production of pastry flour.

Corn owned outright by the government Oct. 1 is estimated to include 60,000,000 bus. in steel country bins, 33,000,000 bus. in terminal elevators, 17,000,000 bus. in rail transit, 4,000,000 bus. in sub-terminals, 3,000,000 in country elevators and 1,500,000 bus. in the Pacific Northwest, total 118,500,000. This does not include corn covered by outstanding loans to farmers.

The rivals of the railroads still do not as fully support themselves thru revenues drawn from rates and fares as do the railroads. These rivals are in varying degrees, partially supported from tax funds, drawn from all the people, which clearly constitute indirect transportation costs. Equality in regulation alone does not equip the country with a national transportation policy that will prove permanently sound and satisfactory. Equality in requirement of self-support also is needed.—Z. G. Hopkins, rep. Western Railways.

Evaluating New Corn Hybrids

By G. H. STRINGFIELD, Ohio Agr. Exp. Sta.

The number of hybrids being offered for sale to Ohio farmers is rapidly becoming too large for the farmer, the Experiment Station, or anyone else to keep track of. With many salesmen in the field, with many different likes and dislikes among customers, and with the rapid expansion of the hybrid seed corn business, it is to be expected that many new hybrids would enter the field.

Most of the newer hybrids are distinctly better than the old, and, further, it has been well demonstrated that the seed salesman with only one hybrid to offer does not get on so well as the salesman with half a dozen or more. Regardless of whether or not the farmer would be served more efficiently if just one or two hybrids were standard and exclusively grown in a given corn area, that simple and monotonous situation seems to have no immediate likelihood of acceptance anywhere in the corn belt. Indications are that the farmer will continue to be offered many different hybrids and that he will have to depend more and more on knowing the dependability of the man and firm from whom he buys and on recommendations in which he likewise has confidence.

The Experiment Station, in co-operation with the United States Bureau of Plant Industry, released seed stocks in the spring of 1939 for exactly 40 new corn hybrids. They will be commercially produced on a limited scale in 1940 by about 200 hybrid seed corn producers of the state. The specific combinations were selected so that they can be produced in groups of three or more in one isolation field. Such combinations make it possible for the relatively small community-type farmer seed producer to have enough different hybrids to serve his locality. The assumption is that greater efficiency in local seed production means greater efficiency and lower costs to corn growers in the community.

The preliminary selection of this group of new hybrids was made after the 1938 experiments. Seed of the parental inbred lines was then placed in the hands of the Ohio Hybrid Seed Corn Producers who made the necessary foundation crosses in 1939. A few changes were made after 1939 experiments, and it is probable that some others will yet be made before this comprehensive group of corn strains is offered in large volume to the public. The growers themselves are having an important part in the final evaluation of these hybrids. Thousands of farmers will have an opportunity to see some of these new combinations in 1940 on the farms of the seed producers. Seed production fields will be available for inspection at the same time.

The adaptation areas of the new numbers range from Ashtabula to Hamilton Counties. Higher yields, less breakage, and less lodging have been given major attention in the selection of the new strains. There is good evidence also that greater tolerance of the European corn borer and less susceptibility to aphids, smut, stalk rot and the recently troublesome late leaf blight have been achieved in some of the combinations.

The Reconstruction Finance Corporation, a government agency, is defendant in a suit for \$5,000,000 damages brought by Edward J. Hartenfeld, Henderson, Ky., alleging refusal of a loan had forced liquidation of four coal companies.

Washington, D. C.—The Supreme Court has refused to reconsider its May 27 decision holding that 200,000 warehousemen and clerical employees of motor carriers are subject to the provisions of the Wage-Hour Act. Rehearing had been asked by the American Trucking Ass'n, Inc., on a contention that motor carriers come under the jurisdiction of the Interstate Commerce Commission.



Heads and kernels of Wabash, a new leaf rust resistant wheat.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Downs, Kan.—Plenty moisture. Wheat looks grand. Normal acreage. Plenty feed. Business picking up some. 1941 will be the best year since 1929.—J. H. Voss, Voss Grain & Seed Co.

Indianapolis, Ind.—Recent reports from our stations in Boone, Madison, Hancock and Marion Counties indicate a corn yield of 40 bus. per acre and yield of soybeans 8 to 10 bus. per acre. Foreign matter in beans received here earn disappointing discounts for shippers.—G. A. Pritchard.

Cedar Rapids, Ia.—The soybean crop is somewhat short of last year; good stand of beans in most places and the warm dry weather is helping the harvest. Beans are coming in around 10 to 12 per cent moisture. Corn crop is good through the state. Will equal last year's crop.—J. C. K.

Spokane, Wash., Oct. 17.—In order to take advantage of the ideal moisture conditions, farmers in some sections are sowing crops even in muddy fields. Winter wheat undoubtedly will comprise much more than the usual acreage in this territory if planned seeding continues through the present season. In all parts of the Pacific Northwest record rainfall has occurred at some time in the last two months.—Don M. Gemberling, sec'y Pacific Northwest Grain Dealers Ass'n, Inc.

Winchester, Ind., Oct. 19.—Soybeans are a distinct disappointment in Indiana. Early cutting was poor quality, those that are being threshed now are better quality but the yield is poor. Some yields as low as 5 bu. to the acre, the best of them don't make much over 15 bus.; last year 25 bus. to the acre was a common occurrence, and most beautiful beans we ever saw. Corn, quality is better than we expected husking is well under way, but the yield will be at least 20 bus. an acre less than it was last year.—Goodrich Bros. Co., P. E. Goodrich, pres.

Toronto, Ont., Oct. 1.—The acreage of dry beans planted this season was considerably larger than last year, but the average yield for the province is not likely to be more than 15 bus. to the acre, as compared with 21.4 bus. in 1939. The yield and quality of the crop is quite variable. In Kent County the quality and yield of early beans were disappointing. In Lambton County the yield of dry beans is reported high and the quality much better than expected, while in Middlesex the yield will be about 35 per cent below normal, although the quality is good.—S. H. H. Symons, statistician, Ontario Dep. of Agr.

Sawyer, Kan.—Wheat looking generally good. Some worms working which caused some replanting. We had ideal rains. Wheat all planted. Business slow.—Chas. Fossey, Sawyer Equity Exchange.

Chicago, Ill.—For the United States as a whole, in the last week of September top soil moisture averaged 74.2 per cent of normal, as compared with 81.8 per cent a month ago, and 47.3 per cent a year ago, when drouth conditions prevailed. Subsoil moisture averaged 66.1 per cent of normal, as compared with 70.6 a month ago, and 52.2 a year ago. The corn crop will lack the very high quality that characterized the corn crops of the last three years. Preliminary estimates made by our crop reporters indicate that about 12 per cent of the crop will grade unmerchantable quality, as compared with 7 per cent similarly estimated a year ago.—Nat C. Murray, statistician, Jackson & Curtis.

Decatur, Ill., Oct. 19.—Local showers and considerably cloudy weather this week slowed up soybean combining. With such a large percentage of the beans harvested going into bins on the farms, it is rather difficult to determine the amount harvested, altho from all reports received we would estimate between 65 to 75 per cent of the crop has been combined. The volume being delivered to the elevators is very small compared with recent years. This condition is due to the lower yields and unusually heavy storing on farms. Quality of the beans is fair, the principal factor for the majority of beans not grading No. 2 is the high percentage of foreign material.—Baldwin Elevator Co.

New Corn Contains Excessive Moisture

A little new corn began arriving at Chicago Oct. 5, and the following week the new increased to about 8 to 10 per cent of the arrivals of corn.

Receipts on Monday, Oct. 21, of new corn totaled 53 carloads of which only 7 graded No. 3. No. 4 grade was assigned to 29 cars, while 10 were graded No. 5 and 7 were called "sample."

The moisture content of the few cars of No. 3 new corn ranged from 16 to 17.50 per cent.

Besides the other criteria, to fall within the No. 4 grade the moisture content must be within the limits of 17.5 to 20 per cent. Of the 29 cars inspected 22 had more than average 18.75 per cent moisture. The 10 cars of No. 5 new corn ranged from 20.20 to 22.80 per cent moisture, the limit for that grade being 23 per cent.

The 7 cars of sample evidently were graded down on account of moisture being excessive, reaching 24.80 per cent, one car of 17.75 per cent moisture being graded down on other factors.

The several barge loads of corn inspected Oct. 21 were old corn.

Government Report on Minor Crops

Washington, D. C.—The Crop Reporting Board of the U.S.D.A. on Oct. 10 reported the following estimates of yields and production as of Oct. 1:

	Yield per acre		Production	
	1939	1940	1929-38	1939
	—bus.—	—bus.—	—thousand bus.—	—thousand bus.—
Me.	13.0	19.0	204	117
N. Y.	15.5	15.5	2,570	2,077
Pa.	16.0	19.0	2,538	1,808
Ohio	16.0	18.0	359	192
Ind.	14.0	14.0	215	168
Mich.	13.0	16.0	237	247
Wis.	12.5	13.0	173	162
Minn.	12.5	13.0	231	188
Iowa	12.0	14.0	78	36
Md.	20.0	17.0	112	100
Va.	14.0	13.0	175	182
W. Va.	16.5	16.0	335	248
N. C.	14.0	14.0	58	56
Tenn.	10.5	12.0	25	21
U. S.	15.1	16.2	7,617	5,739

		Production—Thousand Bus.	
	Aver.	1929-38	1939
		—thousand bus.—	—thousand bus.—
Mo.	16.0	2,270	3,600
S. Dak.	8.0	9.0	4,072
Nebr.	10.0	9.5	5,410
Kans.	8.5	14.0	11,186
Okla.	8.0	12.0	9,600
Tex.	11.0	14.0	38,115
Colo.	8.5	11.5	2,150
N. Mex.	13.5	10.5	3,348
Calif.	27.0	32.0	2,943
U. S.	10.3	13.3	84,148

		Production—Thousand Bus.	
	Aver.	1929-38	1939
		—thousand bus.—	—thousand bus.—
Wis.	11.0	12.0	121
Minn.	10.0	10.5	5,140
Iowa	10.5	14.0	147
N. Dak.	5.0	6.0	3,342
S. Dak.	8.0	6.7	959
Kans.	7.9	9.0	280
Tex.	11.5	6.0	207
Mont.	4.5	7.0	495
Ariz.	22.0	22.0	110
Wash.	11.0	9.5	99
Calif.	16.0	21.0	549
U. S.	8.9	9.7	10,846

		Production—Thousand Bus.	
	Aver.	1929-38	1939
		—thousand bus.—	—thousand bus.—
State	1929-38	1939	1940
Ohio	1,713	9,681	8,670
Indiana	4,016	13,962	10,439
Illinois	14,784	45,423	39,420
Iowa	2,714	10,227	13,650
Missouri	746	970	1,067
N. Carolina	1,341	2,012	2,422
6 commercial states	25,314	82,275	75,698
Other states	2,004	5,134	5,843
United States	27,318	87,409	81,541

Interior reports show that farmers in some sections have been inclined to store a large part of their soybean crop. Sharp rises in prices may have modified this inclination.—Fred A. Record.

Open Interest in Future Deliveries

As reported by the C.E.A. for wheat, corn, oats and rye, and by the Board of Trade Clearing House for soybeans the open interest in all futures on the Chicago Board of Trade recently has been as follows, in 1,000 bus.:

	Wheat	Corn	Oats	Rye	Soybeans
May 11	124,526	30,967	11,493	18,454	4,629
May 25	76,840	24,507	8,514	16,200	2,583
June 8	70,025	23,292	6,831	16,190	2,388
June 15	67,184	23,466	6,339	15,823	2,170
June 22	66,555	23,493	6,818	15,817	2,121
June 29	65,488	22,290	7,087	15,836	2,224
July 6	68,804	22,335	7,643	15,164	1,810
July 13	76,482	21,943	8,296	15,303	1,732
July 20	79,485	20,683	8,474	15,805	1,827
July 27	79,178	21,409	9,075	16,330	1,827
Aug. 3	80,359	22,134	9,571	16,427	1,778
Aug. 10	82,082	22,982	10,061	16,734	2,390
Aug. 17	80,492	22,585	10,131	16,515	2,783
Aug. 24	77,384	22,927	10,164	16,075	2,906
Aug. 31	70,137	22,470	10,403	15,469	2,963
Sept. 7	60,516	22,779	10,560	14,290	3,040
Sept. 14	59,707	22,075	10,961	13,962	3,038
Sept. 21	58,871	19,176	10,132	14,601	3,168
Sept. 28	58,175	19,454	10,115	14,316	3,331
Oct. 5	57,283	19,641	10,119	14,273	3,531
Oct. 11	56,279	19,516	10,192	14,558	4,321
Oct. 19	55,539	20,287	10,392	14,562	5,273

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for December delivery at the following markets for the past two weeks have been as follows:

	Option		Oct. 9	Oct. 10	Oct. 11	Oct. 14	Oct. 15	Oct. 16	Oct. 17	Oct. 18	Oct. 19	Oct. 21	Oct. 22
	High	Low											
Wheat													
Chicago	110½	68¾	82¼	82¾	83¾	84¾	84¾	85¼	86	85¾	85¾	86¾	86¾
Winnipeg	79¾	71¾	71¾	71¾	71¾	71¾	71¾	71¾	71¾	71¾	71¾	71¾	71¾
Minneapolis	84¼	66¼	80¾	80¾	81¾	82¼	82¾	83¾	84¾	83¾	83¾	83¾	84¾
Kansas City	80¾	62¾	76¾	77¾	78¼	79¼	79¾	79¾	80¾	80¾	80¾	80¾	81¾
Duluth, durum	74	63	71¾	71¾	72¾	72¾	73¾	73¾	74¾	74¾	73¾	73¾	75¾
Milwaukee	86¾	68¾	82¼	82¾	84	84¾	84¾	85¾	86	85¾	85¾	86¾	86¾
Corn													
Chicago	67¾	53½	58¾	58¾	59¾	59¾	59¾	59¾	60¾	60½	60¾	60¾	61¾
Kansas City	57¾	51	55¼	55¾	55¾	56	55¾	55¾	56¾	55½	55¾	55¾	56¾
Milwaukee	61¾	53½	58¾	58¾	59¾	59¾	59¾	59¾	61	60½	60¾	60¾	61¾
Oats													
Chicago	34¾	27¼	32¼	32¼	32¾	32¾	32¾	33¾	34¾	33¾	34¾	34¾	34¾
Winnipeg	31¾	25¾	30	30	29¾	29¾	29¾	30¾	30¾	30¾	30¾	30¾	31¾
Minneapolis	31	24¼	28¼	28¼	28¾	28¾	28¾	29¾	30¾	30	30¾	30¾	30¾
Milwaukee	34¾	27¼	32¼	32¼	32¾	32¾	32¾	33¾	34¾	33¾	34¾	34¾	34¾
Rye													
Chicago	50¾	38¾	44¾	44¾	44¾	45	45¼	45¼	45¾	45¾	45¾	45¾	45¾
Minneapolis	46¾	36¼	41¾	42	42¼	42¼	42¼	42¾	43¾	43	43¾	43¾	43¾
Winnipeg	48¾	39¾	43¾	43¾	44	44	44¼	45	45¾	45¾	45	44¾	45¼
Duluth	44¾	42¼	42¾	43	43¼	43¾	43¾	43¾	44¾	44	44¾	44¾	44¾
Barley													
Minneapolis	38	33¼	35¾	35¾	35¾	35¾	36	36¾	36¾	36¾	36¾	36¾	36¾
Winnipeg	39½	30½	38¾	38¾	38¾	38¾	38¾	38¾	38¾	39	39	39¾	39½
Soybeans													
Chicago	83½	67	75¼	76¾	76¾	79¾	79¾	82¼	81¾	80¾	81¾	83¾	83¾
Canada Exchange	.....	.....	86¾	86¼	86¼	86¼	87	87½	86¾	86¾	86¾	86¾	86¾

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Cedar Rapids, Ia.—Everywhere in the state the elevators are erecting more steel bins, most of the new type, 3,000-bu. capacity. Considerable sealed corn is moving out to the terminal elevators.—J. C. K.

Chattanooga, Tenn.—The first large cargo of wheat ever to move entirely by water from Minneapolis, Minn., to Chattanooga arrived here Oct. 17, when the Norris, with three barges laden with 1,800 tons reached the Mountain City Mills Co. The cargo travelled 1,360 miles by water, compared with the shortest rail route of 964 miles.—J. H. G.

New York, N. Y.—Receipts and shipments of grain in September, 1940, compared with those of the same month a year ago, in bushels, 1939 shown in parentheses, were as follows: Receipts, wheat, 2,550,229 (5,797,802); corn, 366,393 (223,221); oats, 121,450 (218,458); rye, 3,400 (208,260); barley, 3,400 (923,022); flaxseed, 73,714 (305,714); millfeed (tons), 10 (43); shipments, wheat, 616,000 (1,930,000); corn, 39,000 (—); oats, 5,000 (—); rye, 8,000 (—); barley — (465,000); clover seed, 4,340 (1,490).—Dept. of Information & Statistics.

Philadelphia, Pa.—Receipts and shipments of grain for September, 1940, expressed in bushels, compared with those of September, 1939, shown in parentheses, were as follows: Receipts, wheat, 711,995 (18,330); corn, 17,823 (55,379); oats, 20,076 (24,580); rye, 8,587 (4,808); barley, 1,722 (3,742); shipments, wheat, 727,822 (128,233); corn, 21,347 (89,082); oats, 14,568 (14,421); rye, 3,668 (5,926); barley, 1,399 (2,345).—John W. Frazier, chief grain inspector, Philadelphia Commercial Exchange.

Duluth, Minn.—Grain continues to be run out of store into box cars in order to offer relief from overcrowding elevator storage facilities. Space in local houses is gradually dwindling although elevator men are making every effort

CCC 1940 Wheat Loans

Commodity Credit Corporation has announced that wheat in the 1940 loan through Oct. 15 totaled 217,802,705 bus. valued at \$156,045,315.97. Loans on the 1939 crop on the same date last year totaled 135,534,302 bus. valued at \$95,171,536.76.

The size of the loan in farm storage was sharply larger than warehouse storage, averaging 636 bus. per note against 455 bus. The number of loans through Oct. 15 totaled 342,526 against 192,463 on the same date last year.

Wheat loans compiled and reported to the Corporation by States follow:

State	No. Loans	Farm Storage Bushels	Warehouse Storage Bushels	Amount
Ark.	27	.....	11,105	\$ 8,177.42
Calif.	34	30,551	90,469	82,493.24
Colo.	3,968	784,026	2,229,967	1,982,285.03
Del.	3	.....	1,625	1,327.13
Idaho	3,425	1,224,182	4,790,785	3,221,684.27
Ill.	25,272	550,442	11,234,788	9,414,965.93
Ind.	10,976	271,292	3,110,095	2,617,640.65
Iowa	4,890	312,590	2,263,259	1,923,625.73
Kan.	62,829	6,618,555	38,068,701	32,031,181.62
Ky.	632	.....	262,841	197,030.70
Md.	105	.....	51,070	36,051.66
Mich.	1,297	199,749	139,598	235,956.68
Minn.	16,765	865,506	5,703,529	5,209,766.76
Mo.	19,193	232,301	7,842,463	6,073,358.33
Mont.	15,192	2,623,507	14,158,598	11,430,769.48
Neb.	28,599	4,361,444	9,188,839	9,791,597.06
N. Mex.	457	65,886	388,441	328,314.19
N. Dak.	52,371	1,283,516	31,397,660	24,420,030.88
Ohio	10,711	276,385	3,248,543	2,822,082.19
Okla.	30,975	2,395,444	17,981,210	14,634,499.29
Ore.	1,878	622,877	4,456,756	2,974,307.23
Pa.	310	.....	79,382	59,604.34
S. Dak.	27,577	1,212,721	8,005,917	6,865,932.19
Tenn.	850	.....	271,303	212,626.92
Texas	19,199	1,444,177	16,861,853	13,445,303.34
Utah	425	566,764	188,868	372,616.12
Va.	551	.....	154,745	117,569.63
Wash.	3,469	991,342	8,166,156	5,177,850.50
W. Va.	22	.....	9,267	8,004.18
Wisc.	1	172	.....	115.24
Wyo.	523	244,304	267,139	348,548.04
Total	342,526	27,177,733	190,624,972	156,045,315.97

to keep channels open for handling incoming grain. Receipts continue to run above shipments and results in increasing holdings. Stocks have run up to the highest mark in recent years, 41,500,000 bus., and close to the working capacity of elevators.—F. G. C.

Spokane, Wash.—Spokane continued to be the Pacific Northwest's No. 1 terminal during September and the only large terminal in the area to show a gain in number of cars received over the same period last year. Figures of the department of agriculture's grain inspection department showed that 1,018 cars of wheat were received in Spokane during September, bringing the total since July 1 to 5,090 cars, 698 more than in the corresponding period in 1939. Portland was the second most important receiving point in September with 868 cars and for the season, 3,575 cars, 100 more cars than the same period last year.

Indianapolis, Ind.—The first car of new corn arrived on the Indianapolis market on Thursday, Oct. 3. The corn graded No. 5 yellow, tested 53 lbs. to the bushel, with 24% moisture and 1% damage. The corn in this car was corn raised on the farms of a prominent insurance company located in Sullivan County, and was of excellent quality. W. B. Springer of New Lebanon was the country grain dealer to ship in the car, and Charles S. Weirick, a local commission man, sold it on the market. Honors for shipping and receiving the first car of new corn into this market was again given to these respective grain dealers, as has been the case for the past year or two. Recent shipments of new corn have ranged in moisture from 23 to 25%.

Ottawa, Ont., Oct. 17.—Canadian wheat in store Oct. 11 increased 10,274,153 bus., 101,625,566 bus. when compared with the corresponding week in 1939. The amount in store was reported as 421,598,618 bus. compared with 319,973,052 bus. for the week of Oct. 13, 1939. The wheat stocks in elevators in Canada for the week ending Oct. 11, 1940, were 383,732,546 bus. compared with 373,512,622 bus. for the previous week and 306,546,052 bus. for the corresponding week last year. Stocks of wheat in Canadian elevators were located as follows: Western Country Elevators 161,855,000; Interior Terminals 23,547,961; Vancouver-New Westminster 15,198,644; Victoria 660,372; Prince Rupert 1,135,164; Churchill 2,617,396; Fort William and Port Arthur 82,899,291; Eastern Elevators Lake Ports 43,967,136 and Eastern Elevators Seaboard Ports 21,932,909 bus. Canadian wheat in the United States amounted to 37,866,072 bus. This Canadian wheat was located at the following ports: Duluth 7,006,282; Buffalo 6,840,000; Erie 1,956,000; Erie Canal 474,000; Chicago 29,000; Ogdensburg 384,315; New York 3,260,000; New York Aloft 399,000; Albany 8,874,000; Philadelphia 1,118,952; Boston 2,231,999; Portland 1,211,145; Baltimore 1,234,706 bus. In Transit U. S. A. amounted to 2,846,673 bus. Marketings in the three Prairie Provinces for the ten weeks from Aug. 1, 1940, to Oct. 11, as compared with the same period in 1939 were as follows, figures within brackets being those for 1939: Manitoba 27,045,173 (45,549,315); Saskatchewan 99,640,662 (158,179,687); Alberta 41,549,255 (69,907,461) bushels. For the ten weeks ending October 11, 1940, and the same period 1939, 168,235,090 and 273,636,463 bus. were received from the farms.—R. H. Coats, Dominion Statistician.

Plan 150,000,000 Storage Tanks for Canada

Winnipeg, Can.—Ralph S. Misner has submitted to Trade Minister Hon. J. A. MacKinnon, and the Canadian Wheat Board, a plan calling for erection of 150,000,000 bus. of storage in steel tanks on free-hold property to permit financing of farm wheat for which there is no room in jammed terminals. Financial backing for the scheme is expected if the government approves. The storage would consist of several thousand steel tanks with total capacity of 25,000 to 30,000 bus. each, sub-divided into bins holding from 2,500 to 7,000 bus., each bin sealable against theft. Farmers using the bins would be given certificates of grade, condition and quantity to offer as security for loans.

Flaxseed Receipts

Minneapolis, Minn., Oct. 19.—Flaxseed receipts at Minneapolis and Duluth have improved slightly this week. Yesterday this city received 36 cars of flax and 10 arrived at Duluth. Today the receipts are 29 cars at Minneapolis and 10 cars at Duluth. The Minneapolis December flax option made a new low this week at \$1.42 but in the last few days it has regained 4c of its loss. The general feeling is that growers regard present flax prices as too low and, therefore, a large amount of flax is being held back on the farms and in country elevators. Harvesting has still to be completed in northern Montana where rains have delayed operations. Over the rest of the Northwest the weather has been too dry.—Archer-Daniels-Midland Co.

Lower Loan Rate on Undesirable Wheats?

One of the most interesting developments at the recent Omaha meeting between millers and wheat loan officials was the comment by a government man to the effect that next year there may be a lower loan rate on wheat varieties with undesirable characteristics than on wheats of proven commercial value. He mentioned Chiefkan and Kawvale as two of the varieties which should carry lower loan rates than the standard hard winters and soft winters respectively.

At first thought, it would appear to be impossible to determine the variety of wheat in many cases. This would not be so difficult, however, for wheat loan purposes, as all loans are made to individual growers and have to be certified by local committees. These committees operate under rules established by the government, and the more we view the matter the less difficult it would seem to be. In fact, this may very well prove to be the most effective method of discouraging the production of wheats that are inferior for milling purposes.—The Hook-Up.

Use Grain Elevator Experts Who Call

By W. F. SCHAPHORST, M.E.

When a salesman representing a responsible concern visits you, use him if you can. He will prove himself valuable to you.

He may not be the same capable grain elevator expert you are, but if he sells oils, for instance, the chances are a thousand to one that he knows more about oils than you do and if you will give him an opportunity he will save money for you.

One engineer, for example, states that he is now "handing over the supervision of various details of the plant to the same number of expert salesmen." In that way he has more time to devote to managing the plant. The oil salesman has cut his lubricating costs in half. Furnace repair costs have been reduced 15 per cent. Packing costs have been cut 30 per cent. And so have belting and other costs.

Most salesmen are substantial, solid, practical men, who know their specialty from the ground up. Before they are allowed to go out and sell for a reputable concern they are thoroughly schooled. They must know their competitors products as well as their own. They must understand the application of their product to all industries. A purely theoretical salesman cannot get anywhere; he must be practical. Most of the salesmen of today have been mechanics, engineers, or men with experience and technical backing.

Therefore, when these salesmen happen along, it usually pays to give them a hearing. If you are already doing the best that can be done a high grade salesman representing a high grade house will not pester you, but will be on his way. However, it is always well to bear in mind that there are few conditions that cannot be improved.

Snap Shots of the 1940 Convention of the Grain & Feed Dealers Nat. Ass'n at Louisville, Ky.

1. Mrs. Rees H. Dickson presents to Mrs. E. H. Sexauer (right) a 42-lb. Kentucky Home-Cured Ham.

2. At the Ladies' Tea Party. Facing forward, left to right, are Ron Booth, Cedar Rapids, Ia.; Mrs. Rees H. Dickson, Louisville; Mrs. Ron Booth, and Mrs. D. D. Ericson, Louisville, Ky. Men with their backs turned at right side of picture are H. K. Blandford, chairman of the Louisville Ladies' Com'ite, and his aide, W. C. Newkirk.

3. Chairman Henry Fruechtenicht (left) of the Horse Show Com'ite, being congratulated

by General Com'ite Chairman Rees H. Dickson.

4. T. J. Underwood, Ardmore, Okla., won the Centennial trophy in the annual golf tournament.

5. Mrs. E. H. Sexauer, Brookings, S. D., has just presented the blue ribbon to Charles Cook, astride Reveler Song in the first class at the Horse Show.

6. The Indiana Delegation marched in 90 strong at the opening business session to sing Indiana songs under the spirited leadership of Walter R. Beck, Shelbyville, president of the Indiana Grain Dealers Ass'n.

7. Mint Juleps at the Horse Show. Standing up to the bar, left to right, are Phil Sayles, Chicago; John Luscombe, Toledo, a Louisville newspaper representative, and Leo Potishman, Fort Worth.

8. Golf prizes were on display before the tournament as an urge to compete.

9. Miss Gloria Grimes, Minneapolis, presenting blue ribbon to first place winner, Charles L. Cook, astride Genius Jewell in the second class at the horse show.

10, 11 and 12. Grain dealers picking samples at grading school.



The 44th Annual Convention of the National Association at Louisville, Ky.

The opening session of the annual convention of the Grain and Feed Dealers Nat'l Ass'n was called to order in the beautiful Crystal Ball Room of the Brown Hotel, Louisville, Ky., by Pres. E. H. Sexauer of Brookings, S. D., on Monday morning, Oct. 14, and before any speakers could be introduced in marched the Indiana delegation, 90 strong. With stirring patriotic songs and placards, the Hoosiers led by the president of the Indiana Ass'n, W. R. Beck of Shelbyville, started the 44th meeting off with a bang.

LEW HILL, Indianapolis, as cheer leader, inspired the delegation to give each speaker an approving *hurrah!*

FIRST VICE PRES. SAM L. RICE, of Metamora, O., introduced the Mayor of Louisville, the Hon. Jos. D. Scholtz, who extended a most cordial welcome to the association and its members.

J. H. CALDWELL, St. Louis, responded with stories and kindly words of appreciation.

PRES. E. H. SEXAUER, of Brookings, S. D., delivered his annual address which received the hearty approval of his audience. It is published elsewhere in this number. Those in attendance at the general meeting then hastened to one of the group meetings in other parts of the hotel.

Monday Evening Session

PRES. SEXAUER presided at this session which was devoted to the warehouseman's problems.

R. B. POW, Fort William, Ont., director, Society of Grain Elevator Superintendents, read a paper on the Canadian Position. The facts which he revealed proved of deep interest. His address which was accorded loud approval will be found elsewhere in this number.

PERCY C. POULTON, Fort William, Ont., pres. Society of Grain Elevator Superintendents, was presented by Ray B. Bowden, vice-pres. of the Nat'l Ass'n. Mr. Poulton outlined briefly the aims and objects of the Society, stating: I want to state here to you men, many of whom are heads of companies operating large grain elevators, that the Society of Grain Elevator Superintendents is a strictly selfless and non-personal organization; it is not a labor union and has no aspirations in that direction. We are at all times working for the furtherance of our employers' interests. A roster of our membership, which by the way is steadily increasing, contains the names of many of the trade's outstanding men, of which my fellow-countryman, Mr. Pow, is an example. Men of this type need no one to intercede with their employers in their behalf. The Society is a

group of serious grain elevator superintendents, plant foremen and the like, grouped together for no other purpose than to learn by friendly contact with each other, how best they may become more proficient in their work, to operate their plants more safely, more efficiently and to become worthy custodians of the plants entrusted to their care. I would be remiss in my duty, and ungrateful if I did not here acknowledge with sincere appreciation the great help and encouragement given the Society by you men, the heads of the companies employing our members.

F. A. THEIS, Simonds-Shields-Theis Grain Co., Kansas City, discussed the Uniform Storage Agreement and Terminal Elevators.

S. W. WILDER, Cedar Rapids, Ia., presented the country elevator viewpoint of the contract, which is published elsewhere in this number.

The discussion from the floor which followed these two addresses brought out many different opinions.

CAPT. L. C. WEBSTER, N. W. Country Elevator Ass'n, Minneapolis: We should have a definite cut-off day, but the government could not see the necessity of it. We submitted the contract to three different attorneys and got three different opinions. Our rate is 11c for wheat and 10c for corn, but until we have had experience under this contract I do not see how we can tell whether or not the rates are fair. In other words, we must carry through the full loan period before we can tell definitely how we stand. The contract should be put in language the layman can understand.

H. E. THIELE, sec'y Western Grain & Feed Dealers Ass'n, Des Moines: I would suggest the following: Extension of insurance and condition rate to 5 months; extension of the 7c storage, 1-30thc per day for first 210 days to an extended term of 310 days; a uniform rate for filling and erecting of at least 2½c; the bonding of truckers the same as the elevators if they are to take corn out of the steel bins to the car.

A. H. MEINERSHAGEN, sec'y Missouri Grain, Feed & Millers Ass'n, Higginsville, Mo.—Most of our dealers seem to be satisfied with the contract, in fact many of these dealers would be satisfied to store for life under the terms of the contract. The country elevator gets 3c for handling. Some elevators offered to handle for less than 3c. Is it any wonder we are offered less by the government when elevators offered to handle for less.

MR. WILDER: Those who offered to handle for less did not take into account their expenses. They did not think.

W. E. CULBERTSON, sec'y Illinois Grain

Dealers Ass'n, Delavan, Ill.: We are not satisfied in Illinois. We believe we should get more money. It was the custom in Illinois to give free storage until this practice was done away with by the legislature.

E. R. HUMPHREY, sec'y Okla. Grain & Feed Dealers Ass'n, Enid, Okla.: It is too early to tell just what we get out of this contract. We will have to have more experience. The cut-off date is very important to all of us.

MR. THEIS: How many elevator men in this room read and studied and know what they studied before the uniform contract? (Few hands were raised.)

MR. WILDER took exception to this statement stating that few attorneys agreed on the contract's meaning.

T. C. CRABBS, Crabbs-Reynolds-Taylor Co., Crawfordsville, Ind.: We have turned it down.

E. B. EVANS, Decatur, Ill.: Country elevators do not know their costs. No elevator can stay in business and handle grain for 2c per bushel.

RON BOOTH, Cedar Rapids, Ia.: Those who do think they are getting enough under the contract are those who in the first place did not know their actual handling costs. Country elevators will have to have more experience under this contract.

T. E. HAMMAN, Decatur, Ill.: At least one county committeeman is operating a portable loader and it is claimed corn is being loaded into the steel bins at a net profit of 2 cts. a bushel to the operator, who is credited with intending to install another loader for transferring corn from trucks to cars.

H. E. MORRISON, Walla Walla, Wash.: We know nothing of steel bins. Farm storage is our big problem. The government rates are higher than what we charge farmers. Farmers are building storage while the public storage stands idle.

A DELEGATE: We should get a higher rate and have the cost modified. We will wake up some morning finding a condition we do not like. If we continue our fight we can hold onto what we have.

Tuesday Morning Session

This final session of the convention presided over by Pres. Sexauer like each of the others, was well attended. No other sessions of the organized grain trade in recent years has been given such close attention.

D. K. STEENBERGH, sec'y Central Retail Feed Dealers Ass'n, Milwaukee, outlined the purposes of National Feed Week and what it is doing for the feed trade. He credited the



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feed industry with having extended more credit to farmers than any other industry, developing new markets and doing more research than all state-supported colleges and universities.

ED. K. WHEELER, Washington, D. C., spoke on National Legislation.

J. F. LEAHY, Kansas City, in his address The Commission Man's Problem, presented a vivid picture of the present plight of the grain commission merchant. His able address is published elsewhere in this number.

THE GRAIN EXCHANGE INSTITUTE, which has been doing excellent work in making available, through correspondence and oral teaching, greater knowledge of grain handling methods through the established grain exchange, was explained in detail by J. M. R. Glaser, Chicago.

RON BOOTH read the following proposed changes in the Constitution and By-laws, which were adopted:

Changes in Constitution and By-Laws

Amending Section 6 of the By-Laws—At the end of the second sentence, after the words "shall be elected," substitute a semi-colon for the period and add the following phrase—"provided, that appointment of a Director to fill any place vacant on the Executive Committee shall be made by the President, subject to confirmation by the Board of Directors." It is understood that the third and last paragraph of this section remains unchanged.

This change is proposed because the Constitution now provides no means of nominating a successor, and since the Executive Committee manages the affairs of the Association between annual meetings, it is often important that a vacancy be filled quickly, which means that a nomination must be made by someone with the least possible loss of time.

Amending Section 25 of the By-Laws, to read as follows: Section 25. "The dues for direct and associate members shall be \$20.00 per year, payable in advance in two equal semi-annual installments."

Formerly the dues were \$19.50 with an additional 50c for subscription to "Who Is Who." No subscription price is now charged for the publications of the National Association, so it is proposed that this technical change be made in the section.

Amending Section 26 of the By-Laws—to read as follows: Section 26.—The dues of affiliated members shall be one dollar per year, payable in advance."

This, like the preceding proposal, merely makes the technical change in the By-Laws to cover the fact that subscription price is no longer charged for official publications. The total rate to affiliated members is unchanged.

JOHN S. HEDELUND, Omaha, read the following report for the Resolutions Committee, which was accepted:

Resolution Adopted

Of necessity the lapse of years removes from active service in an association of this character men who have had much influence and have performed much real labor in construction of and carrying out its policies. This past year has taken from us three such men, two of them who have died in active service. Immediate Past President Otto F. Bast, who at the expiration of his term of office did not lessen his efforts on behalf of this association, but continued to give in greater measure than his health and his personal business interests permitted, valuable time and counsel to the new officers of the Association.

TO SUCCEED OTTO F. BAST as president,

the association stepped into the "wild and woolly west" and took from out the ranks of one of the minor States of the country, a young man whose ability even the association itself did not yet recognize, but whose performance has so far exceeded what might have been expected of him, that he ranks today as one of the best presidents the Association has ever had. The address which he made at the opening of this convention bespeaks a careful study of the conditions surrounding not only the grain trade, but all the business of the country today, and it is worth the study of every grain man in our association. There is no man here present or belonging to the association who is not proud to have Elmer H. Sexauer as our president, and there should be none who will not loyally assist him in the conduct of association business in the coming year.

IT SHOULD BE NEEDLESS to mention the progress that has been made under the very capable and energetic service which has been given to the association by its executive Vice-President, R. B. Bowden. With due regard to all previous secretaries, the status of the association for the ordinary member was definitely changed from one of indifferent approach, to one of active participation under the friendly cooperative assistance given to every member who approached him. If the association is to survive, which we all believe it must, we bespeak many more years of that kind of service and fellowship between our present executive vice-president and our members.

TO SUCCEED ED KIBURTZ, our former secretary, the Board of Directors chose Roger P. Annan, a member and formerly president of the St. Louis Merchants Exchange, well and favorably known to many grain men in the Midwest. We know that this same acquaintance and friendship will extend to other members of the association as they meet him, and we welcome him to the official staff of our association.

THE HOSPITALITY OF THE SOUTH, presented by the City of Louisville through Rees Dickson and other influential business interests, won the approval of our Board of Directors as the meeting place for this convention. The result has more than fulfilled their promises and our expectations. We are grateful to them for their courtesy and their hospitality and we can truly say that we are genuinely glad that we came. Our thanks are extended most sincerely to the members of the Louisville host committee, both men and women, who have made our visit so enjoyable.

IT IS GRATIFYING to note not only that registration bespeaks the larger attendance at the convention than has been true for at least five years last past, but also that the attendance of delegates at the various sessions, both general and group meetings, has been larger and the interest of members in individual subjects has been greater. This situation makes more hopeful the ultimate working out of the problems which now confront us.

WE ARE GRATEFUL to the speakers who have come to us from various cities of the United States and from Canada to present these different matters, and their presentation has been such as to show that they have given freely of their time in fitting themselves to present their message to us. It is the common comment of the convention that the speaking program this year has been well above average. The division of our program into both general sessions and group meetings has met the favor of our members who have profited from various discussions.

The members of this National Ass'n are indeed grateful for the fine service given to our problems in the past year by members of the various committees. Since no association can be stronger than the men who are willing to give part of their time in dealing with common trade problems, the growing influence of this National Association is attributed in no small part to these loyal committee members.

ALL GRAIN BUSINESS should be subject to equal taxation and regulation, and knowing that today cooperative associations are free

from some federal taxes and are able to secure funds with which to conduct their business at an unreasonably low rate of interest, all of which places a heavier tax burden on private business; therefore, be it

RESOLVED, That the Grain and Feed Dealers National Ass'n is opposed to special privileges, tax exemptions and favoritism of government agencies being granted to cooperatives which are not made available to private business interests.

PASSAGE BY CONGRESS OF SF 2009—regulating interstate commerce by public carriers. The passage of this bill has made an approach toward placing an equal regulation on all carriers. It is, however, only an approach, and we feel that further effort should be made to equalize the burden of taxation and the matter of regulation, and therefore, offer the following; be it

RESOLVED, That water-ways, trucks, and other means of freight and passenger transportation be put under the regulation of the Interstate Commerce Commission to such an extent that all means of public transportation shall be placed on an equal footing.

THE ITINERANT PEDDLER, or gypsy trucker, purporting to merchandise his own products, does not so far come under regulation prescribed in the foregoing law, and constitutes a greater menace to established grain and feed dealers than any other form of transportation. It is our feeling that this class of truckers should be put under strict regulation and be subject to such taxation as will protect the established business of our communities. We, therefore, offer the following resolution, be it

RESOLVED, That the Grain & Feed Dealers National Ass'n is in favor of regulation of the gypsy truckers by the State and Federal law, and such regulations should, among other things, require the gypsy truckers to obtain a license from proper officials, to post adequate bonds or policies of insurance for the protection of the public with whom they deal, or who may be injured by their operations upon the highways, to pay a license fee, to compensate the states in some manner for their use of the public highways and to restrict the loads carried.

THE CONTINUED ACCUMULATION of storage grain under Government program of loan and ownership, which accumulation has taxed all existing elevator facilities of the country, and the use of these facilities under a storage contract which though accepted by elevator interests, does not in our judgment make reasonable return on their investment, recommends that continued effort be made to modify the terms of these contracts to a more satisfactory basis, and that we bespeak the good will and assistance of government agencies in the program submitted by the Grain Dealers.

WE COMMEND THE EFFORTS of the Federation of Cash Grain Commission Merchants Association to place the handling of grain shipped by government agencies to terminal markets in the hands of competent grain commission men for sale on its merits, believing that such a method of handling will insure more satisfactory returns to the country owner and shipper than the present system of consignment by the country elevator to a terminal elevator for storage without an offer for sale, and we endorse the continuance of the effort which has been made to secure such handling of these shipments from present country storage to terminal markets.

A Voluntary Assessment

The Board of Directors, meeting here today, recommends to the membership the adoption of the following resolution:

WHEREAS, the national program of this Grain and Feed Dealers National Ass'n has, in the past year, brought to our members results of vast benefit and importance, and

WHEREAS, this national contract work has necessitated the maintenance of a headquarters



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office in Washington and the incidental expense of considerable travel, and

WHEREAS, the Board of Directors of this National Association feels that this work must be expanded still further and kept at full force, and

WHEREAS, this implies an operating fund slightly in excess of that now available under the present scale of dues, therefore be it

RESOLVED, That the Grain and Feed Dealers National Ass'n, in convention assembled, does hereby authorize and instruct the proper officers of the Association levy immediately a voluntary assessment upon all direct members of this National Association in the sum of Five Dollars (\$5.00), which shall be in addition to the regular dues, and collection of which shall be without penalty, provided, that the notice of and request for this special voluntary assessment be accompanied with a request that larger and more able firms contribute in excess of five dollars (\$5.00) each, according to their size and willingness to support this National Association work.

Officers Elected

PERCY E. GOODRICH, Winchester, Ind., for the Nomination Committee recommended the election of the following officers and directors, all of whom were elected without opposition:

For President, E. H. Sexauer, Brookings, S. D., First Vice Pres. Sam L. Rice, Metamora, O., Second Vice President, F. Peavey Hefelfinger, Minneapolis.

For Directors: A. H. Hankerson, San Francisco; H. L. McIntyre, Seattle; J. A. Linderholm, Omaha; Ben U. Feuquay, Enid, Okla.; C. B. Weydman, Buffalo; F. E. Gillette, Nashville; J. S. Hedelund, Omaha; C. G. Robinson, Memphis; J. C. Crouch, Dallas; C. M. Carter, Ft. Worth; Walter R. McCarthy, Duluth; J. H. Caldwell, St. Louis; E. E. Allison, Indianapolis; E. H. Hiemke, Milwaukee; R. H. Brundige, Kingston, O.

PRES. SEXAUER: I wish to assure you I am deeply appreciative of the vote of confidence which you have just given me. I am conscious of the responsibility the office carries with it. This is not a one man organization, and I ask your advice and council; I want and need the benefit of your experience. I am immensely gratified at the success of this meeting. The registration of visiting grain men is the largest in five years, and each of the general sessions and group meetings have been well attended. It is my earnest hope that conditions within our trade will show great improvement before our next meeting, and that each of you will enjoy good health, greater prosperity and great happiness until we meet again. Thank you.

Adjourned to meet in Toledo in 1941.

BUSES chartered by the local transportation com'te had a habit of leaving on time. Those not ready to leave for the horse show, and for the sight seeing trip, and for the golf course on time had to find other means of arriving at their destination. The result was that buses filled promptly, left promptly, and returned promptly to keep scheduled events running smoothly. Maybe the fact that Milton Grabfelder, chairman of the Louisville transportation com'te, is a traffic manager had something to do with it.

The C. E. A. Luncheon

A discussion of the problems confronting the Commodity Exchange Administration was held at a noon luncheon in the South room of the Brown Hotel under the auspices of the National Grain Trade Council, F. Peavey Hefelfinger, chairman.

After introducing the Board of Trade officials at the speakers' table, Chairman Hefelfinger called upon J. M. Mehl, Chief, C.E.A., Washington, D. C., who said:

Will Make Thoro Re-examination of C.E.A. Law

You are wondering, perhaps, what changes in policy may be expected in the enforcement of the Commodity Exchange Act. I do not believe I should say there will be no changes; on the other hand, it would be unwise to make hasty commitments with respect to the future. I do propose a thorough re-examination of the law, of the enforcement policies of the CEA, of the results of our work, and of the value of futures trading in the general economy of marketing. This is only what every business man must do with regularity if he would avoid the accumulation of worthless inventories and outmoded methods.

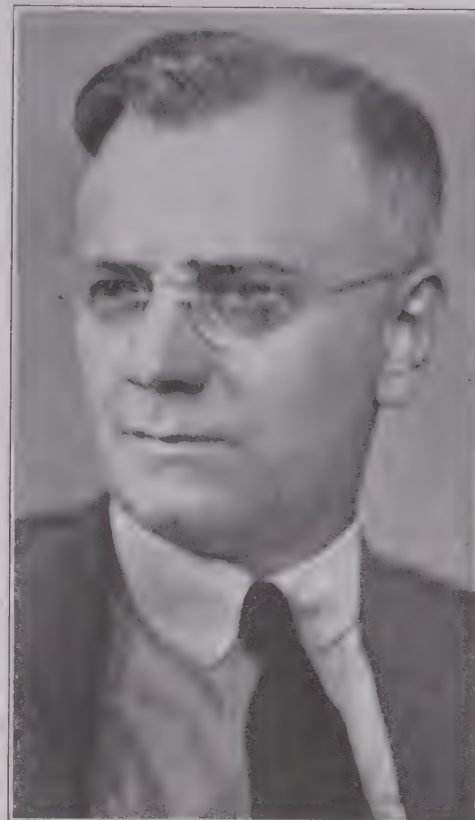
In the process of stock taking and appraisal, I propose to counsel with interested trade groups as well as with the farm groups, who, with the general public, have the largest interest in the marketing system. I shall seek also the cooperation of other agencies equipped for scientific research. In making this statement, I am conscious of the danger of too much outside advice, but I also believe in the pursuit of truth.

YOU KNOW how complex and involved the futures trading system is. You know that to many persons it appears to be far removed from the marketing of actual commodities, yet responsible, somehow, for every unfavorable price movement. Some hate the system because they have not found in it the easy road to wealth they hoped to find. There are crusaders against it and zealous partisans for it. Some are uninformed; others selfishly prejudiced. But there are also those who honestly question. They desire to understand futures trading in its broader aspects, and to fathom its economic and social implications. They want facts and they want information of a kind that they can analyze for themselves and learn the truth. They have a right to this.

ONE OF THE MOST valuable functions of our Administration is the compilation and publication of facts and figures regarding futures trading. With the volume of speculative trading in grain futures at present low levels, you may not find much joy in statistics. The total of 11 billion bushels of trading in all grain futures during the fiscal year ended June 30, 1940, is little more than a third of the all-time high of 31 billions in 1924-25. The 1940 total of 8 billion bushels of trading in wheat futures is only 40 per cent of the all-time high of 20 billion bushels in 1929-30. The 1,391,000,000 bushel total of corn futures is only about one-sixth of the 1924-25 record total of 8 billion bushels and is the lowest of record.

But there is another side to the picture. Trading in wheat futures was 52 per cent more than during the previous year. Trading in oats was 31 per cent, rye 122 per cent, and flaxseed 109 per cent more than during the previous year. For all grains combined, the volume of trading in 1940 was 40 per cent above that of the previous year.

MANY FACTORS are responsible for the comparatively low volume of futures trading in grains, which I need not enumerate here. It is rather remarkable that with the restrictions on exports of agricultural commodities to Europe, with the loan program, and under the new conditions affecting speculative trading, there appears to be quite full use of the futures



J. M. Mehl, Chief, C. E. A., Washington, D. C.

markets for hedging purposes. On the whole, and considering the changed conditions, the futures markets with few exceptions have performed rather well. No one can forecast what developments here or abroad may further affect these markets.

Regardless of this uncertainty, it seems to me there is only one course to follow and that is to preserve the normal functioning of the markets as long as possible. This means a continuance of the futures markets under such safeguards as are necessary to protect their usefulness and keep them functioning in regular, orderly fashion.

I have told you that I did not think it wise to make any commitments as regards the future policies of the Commodity Exchange Administration. I might as well tell you now, however, that I shall be deliberately critical as regards the responsibilities of exchanges and of those subject to regulation. I believe they will prefer it so.

Red lanterns must be hung where they may be seen, if they are to do any good. By "critical" I do not mean a hostile attitude but rather a questioning habit of mind and one which I hope may lead always in the direction of fair inquiry. To be ready to listen but, not too ready to "swallow" is about what I have in mind as a basic policy.

FRED CLUTTON, sec'y of the Chicago Board of Trade, being called upon to take the place of Pres. J. F. McCarthy, said:

Another Investigation of the Exchanges

MR. JOE MEHL, the new Chief of the Commodity Exchange Administration, has told you



Grain Dealers at the Horse Show
[See pages 351 to 355, inclusive.]

that he wants to conduct a survey to reevaluate the functions and benefits of the exchanges and future trading, if funds hold out. Washington is so full of funds these days that I have no doubt funds will be available.

I have, of course, under the circumstances had no opportunity to discuss this proposal of Mr. Mehl's with our Board of Directors. I do not know how they may feel and I cannot speak for them. I speak only for myself.

Joe's proposal came as a shock to some of us, although the idea was embodied in a report of the Secretary of Agriculture to the President of the United States some three years ago. The idea is not new, it is the presentation at this time of that idea that disturbs us.

As Joe Mehl said, good business men take stock of their business in times of depression and lay their plans accordingly. We in the grain business have been taking stock. Our people have been and are worried and distressed. They are seriously and constantly studying out what they can do today and may do tomorrow. They are finding it hard to get an answer that will encourage them to stay in business.

Our commission men are worried and suffering because of the interference in their business of the ever-normal granary.

Our terminal elevator operators are worried and suffering because of inadequate storage rates under the elevator contracts, and as Mr. Heffelfinger has said, they have no carrying charges on the grain they own.

Those engaged in the futures business are worried and suffering. They are studying the cost of private wires and services in their main and branch offices. They are trying to find an answer to the general decline in speculative activity not only in grain, but in the other commodities and in securities. They may have to find the answer in our World War, for it is a world war, and finally blame it on Hitler.

IF THERE IS to be another investigation in addition to what we have already had, then I believe our people generally will be glad that it is to be conducted under the fairness Joe Mehl speaks about, and under his direction rather than under some other agency or person who would have less understanding and fairness. And I believe that fair and critical evaluation should include not only an investigation of exchanges but also of the agency regulating them. In looking around for places to hang the "red lanterns" it is altogether probable that in a fair analysis some regulations and restrictions will be found to be unnecessary and harmful. Perhaps before we hang any more straws on the back of the camel, we can find some places to hang "green lanterns" so he will know where he can safely go. Any study such as is proposed should be bi-lateral and not one sided.

But, Mr. Mehl, the patient is now in the hospital, he has had fever, he has had his appendix removed, he has a broken leg and two busted ribs, why isn't it good sense to let him recuperate and gain back a little strength before we subject him to another operation?

The dealers quickly adjourned without discussion to catch buses to the Horse Show at the Rock Creek Riding Club.

The Secretary's Circle

Under the chairmanship of Capt. L. C. Webster, sec'y N. W. Country Elevator Ass'n, Minneapolis, the Secretary's Circle composed of the secretaries of the grain and feed trade associations, held an executive session Sunday, Oct. 13. The circle was addressed by Wm. McArthur and W. B. Lathrop, CCC, and Harold Stein, Wages and Hours Division, Washington, D. C. J. F. Leahy and Frank Theis, both of Kansas City, also addressed the secretaries.



S. L. Rice, Metamora, O., re-elected first vice-president.

Monday and Tuesday mornings the secretaries met at a breakfast meeting at which general ideas were exchanged. On Tuesday considerable time was given to the discussion of the Country Elevator Safety Code.

Capt. Webster was re-elected chairman, and W. W. Cummings, sec'y Ohio, Grain, Mill and Feed Dealers Ass'n, vice-chairman.

Other secretaries present included: L. E. Thompson, Eastern Federation of Feed Merchants, Glen Ridge, N. J.; E. R. Humphrey, Okla. Grain & Feed Dealers Ass'n, Enid, Okla.; J. F. Moyer, Kansas Grain & Feed Dealers Ass'n, Dodge City, Kan.; W. E. Culbertson, Illinois Grain Dealers Ass'n, Delavan, Ill.; Lewis Abbott, Mutual Millers & Feed Dealers Ass'n, Hamburg, N. Y.; A. H. Meinershagen, Missouri Grain Dealers & Millers Ass'n, Higginsville, Mo.; Dean M. Clark, Society of Grain Elevator Supts., Chicago, Ill.; W. D. Flemming, Northwest Retail Feed Dealers Ass'n, Minneapolis, Minn.; Dave Steenbergh, Central Retail Feed Ass'n, Milwaukee, Wis.; Fred K. Sale, Indiana Grain Dealers Ass'n, Indianapolis, Ind.; H. E. Thiele, Western Grain & Feed Dealers Ass'n, Des Moines, Ia.; R. P. Annan, Grain & Feed Dealers Nat'l Ass'n, St. Louis; Lawrence Farlow, Illinois Farmers

Grain Dealers Ass'n, Bloomington, Ill.; W. O. Sand, Kansas Farmers Co-op. Ass'n, Hutchinson, Kan.; A. G. Ruhmann, Southern Seedsmen's Ass'n; B. O. Holmquist, Federation of Cash Grain Comm. Merchants Ass'n, Omaha; W. L. Woodfield, Farmers Grain Dealers Ass'n of Indiana; Fred Clutton, Chicago Board of Trade.

The following association officials also attended: J. F. Leahy, Federation of Cash Grain Comm. Merchants Ass'n; G. E. Blewett, Texas Grain & Feed Dealers Ass'n; Guy Jones, Nebraska Grain Dealers Ass'n; H. E. Morrison, Pacific Northwest Grain Dealers Ass'n.

Soybean Grades

The group applying its attention to the discussion of soybean grades was presided over by 1st Vice Pres. Sam A. Rice of Metamora, O.

E. J. MURPHY, Chief of the Grain Standards Division, U. S. Dept. of Agri., led in the discussion. It developed that altho no changes in the grading rules would become effective until Nov. 20, the Federal Supervisors were seeking to classify the 1940 crop of soybeans with as little confusion as possible. Experience in grading the 1940 crop will give all concerned a more definite understanding of the changes needed in the rules to simplify and clarify the regulations governing the grading of beans. No changes will be made in the grading rules on the current crop, but a close study will be made of all the factors influencing values such as moisture, foreign material, weed seeds, splits and dockage. In other words the department will be guided by practical experience and suggestions for the evolution of rules that will insure the equitable classifying of every crop of beans.

C. P. CUMMINGS, Peoria: Green beans caused a world of confusion last year and no doubt will cause trouble again. I understand that frost has resulted in much soft beans in Iowa. Recent vacillations in prices after the close of the market has obscured grading problems. Fickle processors have been extremely flighty in their estimates of the discounts merited due to foreign matter contained.

R. T. MILES, Federal Supervisor, Chicago: Agricultural Experiment stations are said to be advising the planting of beans in rows with the hope of reducing the foreign matter in the harvested crop and avoiding discouraging discounts.

SAM L. RICE: We think our late wet spring is largely to blame for the excessive amount of weed seeds in our beans. We are averse to paying freight on foreign matter of no value, so clean all beans before shipping.

H. J. BRUNDAGE, Chief Inspector, Toledo: Shippers to our market clean their beans so that 75 per cent of the new crop has graded No. 2.



A large crowd attended the Horse Show
[See pages 351 to 355.]

The Government's Grain Storage Contract

Address of S. W. Wilder before the Grain & Feed Dealers National Ass'n at Louisville.

The country elevator committee of our National Association was given an opportunity to study the proposed Uniform Grain Storage contract prior to its going into print, and were given a hearing in Chicago, attended by attorneys and representatives of the several Government Agencies having to do with the storage and handling of grain.

On the day before the conference, there were assembled at the Congress Hotel, in Chicago, representatives of some 6,500 Co-operative Independent and Line country elevators. The proposed contract was gone over in detail, and terms and changes were proposed for our committee to demand at the conference, and were unanimously agreed upon.

At the formal conference, the contract was again gone over in detail, notes being made by the government men of our objections and recommendations, with a promise that they would be given due consideration. The conference lasted from 9:30 a. m. until 5:30 p. m., and we were well pleased with the consideration given us. In the final draft, a few of the changes were granted, and the allowance for receiving and loading out corn at country elevators was increased from 2c to 2½c per bushel.

I can report for Iowa, but only from my own personal observation, for we are just beginning to operate under the new contract. In order that you may understand the conditions under which this start is being made, it will be necessary to give you a rough sketch of the conditions that prevail. In addition to 30 million bushels of corn stored in steel bins last year, and are still in the bins, 220 million bushels were under seal on farms in Iowa. It is estimated that about 35%, or 75 million to 77 million bushels of this will be delivered to CCC this fall by the farmers in cancellation of their loan. About 9 million bushels of this will be stored in Country Elevators, 25 million bushels shipped for storage in Terminal elevators, 9 million will go into steel bins that were carried over empty from last year, which will leave a balance of from 35 to 37 million bushels.

THE GOVERNMENT AGENCIES contracted for 21,978 new steel bins this summer of which 13,700 bins, of 2,730 bus. capacity each, or a total of 41 million bushels, are for Iowa. These bins are now arriving and being erected, mostly around country elevators, and will be filled with the 35 to 37 million bushels.

During the three years in which the ever normal granary has been building, the country elevator was deprived of an amount of business equal to that amount of the surplus that went into the ever normal granary. Now that the amount of corn that is desired by the agricultural department to be held in reserve as an ever normal granary has been accumulated,



S. W. Wilder, Cedar Rapids, Ia., chairman Country Elevator Com'te.

it may be assumed that the normal surplus will move from year to year.

The estimate of 75 million to 77 million bushels of corn that will be delivered to CCC this fall is somewhere near the normal percentage of Iowa corn that moves into commercial channels annually, and as it is largely being handled by country elevators, we are back into activity after three hectic years of near stagnation and starvation.

We are working on a much different basis than formerly. Instead of storing and hedging for our own account, we are storing for the government. There is less merchandising opportunity for the country dealer, as the government agencies move the corn to terminals, and it is merchandised from there. Free corn is scarce enough so that the truckers and itinerant merchants peddle a considerable part of it. The country elevator operator must, therefore, rely upon his one best customer, the government, and that business is wholly upon a service charge basis.

THE UNIFORM CONTRACT, while not all that was asked for, has helped the country elevators in Iowa. The increased allowance for receiving, weighing, grading and loading-out, from 2c under the old form T contract to 2½c per bushel under the Uniform Grain Storage contract, together with an increased delivery of grain to country elevators, is making it possible for most stations to operate at least without a loss, and all country elevators in the state are co-operating 100% with the AAA

county committees and the farmers in an effort to give the best possible service. They are also providing the CCC with the limit of their available storage space.

The answer regarding the terms and conditions of storage in country elevators can hardly be given until it is ascertained by experience what costs are entailed under the provisions of ½c allowance for turning, fumigating and insurance. We know that the allowance is not sufficient to cover insurance alone in many country elevators, and the allowance is certainly not sufficient to cover even one fumigation.

"Circle" Met at Spring Mill Park

The "Circle," that fine inner organization of grain dealers from widely separated parts of the country, who keep each other informed of conditions affecting the grain business in their territories thru weekly letters, held its annual meeting and dinner a day ahead of the opening activities of the Grain & Feed Dealers National Ass'n convention at Spring Mill State Park, Lawrence County, Ind., a beautiful southern Indiana setting of colorful wooded hills and winding streams, on Oct. 12.

Sixteen of the 28 members of the "Circle" were present with their ladies and guests, who made up a total present of 35. Twenty-three gathered at the men's table for the annual dinner; 12 at the ladies' table. Each lady was presented with a corsage thru courtesy of P. E. Goodrich, president, and T. C. Crabbs, sec'y.

After dinner the men congregated for three hours of informal conversation on subjects of mutual interest, while the ladies enjoyed a social of their own. All spent the evening at Spring Mill Inn, and motored down to Louisville for the convention of the national ass'n the next day.

Election of new officers placed LeRoy D. Godfrey, Chicago, president; Sam Rice, Metamora, O., vice-president, and T. C. Crabbs, Crawfordsville, Ind., sec'y.

Regular members present at the dinner and meeting were B. E. Clement, Waco, Tex., the one honorary member of the "Circle"; P. E. Goodrich, Winchester, Ind.; C. H. St. John, Worthington, Minn.; J. F. Moyer, Dodge City, Kan.; Steve W. Wilder, Cedar Rapids, Ia.; E. W. Crouch, McGregor, Tex.; LeRoy D. Godfrey, Chicago; H. W. Glessner, Decatur, Ill.; Leo J. Carlin, Minneapolis, Minn.; B. E. Wrigley, Peoria, Ill.; F. A. Derby, and L. E. Howard, Topeka, Kan.; H. H. Green, Pattonsburg, Mo.; Sam A. Rice, Metamora, O.; E. H. Sexauer, Brookings, S. D.; Frank Gillette, Nashville, Tenn., and T. C. Crabbs, Crawfordsville, Ind.

Retiring president P. E. Goodrich, Winchester, has suggested to the members of the "Circle" that they hold their annual dinner and meeting next year at James Lake in Steuben County, Ind., which, he says, is only a two-hour drive from Toledo, O., where the National Ass'n will hold its annual convention in 1941.



Grain Dealers at the Horse Show
[See pages 351 to 354, also.]

The Grain Grading School

Continuing the good work it has accomplished throughout the country during the last four years, the Grain Grading School attracted over one hundred for its Louisville session, held in the Roof Garden of the Brown Hotel, Sunday, Oct. 13.

REES H. DICKSON, Louisville, the efficient general chairman of the Louisville committee, welcomed the school, its teachers and pupils, and expressed the hope each would have a profitable session.

J. W. WESSON, Louisville, District Grain Supervisor, acted as general chairman of the school, explained the purpose of the school and gave a brief review of its past activities.

WILLIS B. COMBS, Extension Specialist, Chicago, who more than any other person deserves great credit for the gaining popularity of this effort to familiarize the trade with the many grades of grain, made use of slides to illustrate kernel characteristics of the several grains.

PROF. C. E. SKIVER, Purdue University, in his discussion of: Onions, Garlic and Smut in Wheat, and Their Control said in part: We have just completed 10 years of Wheat Improvement in Southwestern Indiana, so I will speak from experience. First let us diagnose the case: Improvement has to come about by getting the farmer to change his practices. In smut control we have been very successful by hooking it up with the portable seed cleaning and treating machines. The disinfectant dust does the job. There are now 83 machines in 7 states. This cleaning and treating service makes a definite impression on the farmer's income from grain. Any improvement to be lasting must come by increasing the farmers' income from his crops.

Wild garlic control is much slower. Its control comes from fall plowing of the land when not in wheat. It requires a long time to obtain results, and by a more indirect process. Fortunately the garlic infestation area is limited, only a relatively small section of the country is infested, a strip 300 miles wide from the Mississippi Valley eastward. Grading and the definite description of the content of wheat samples by federal graders has been of immense help. The definite statement of garlic content by grades enables the assessment of a uniform discount on wheat seriously infested.

Prof. Skiver used colored slides to illustrate his talk. These slides showed the portable cleaners at work, and the parts of the garlic plant and how they are being controlled.

With this preliminary background, the "pupils" started on the analysis of grain samples. Under the direction of H. P. English, Grain Supervisor, Board of Review, Chicago, ably assisted by members of the Louisville department and visiting grain specialists, a complete analysis of the various wheat grades was explained.

CORN grades and analysis of samples was



E. J. Murphy, Washington, D. C., in charge Grain Standards.

explained by C. A. Russell, district grain supervisor, Indianapolis.

Afternoon Session

E. H. SEXAUER, Brookings, S. D., pres. of the Grain & Feed Dealers Nat'l Ass'n, extended the official greeting of the Nat'l Ass'n.

DR. W. A. PRICE, Ky. College of Agriculture, gave an interesting talk on Insects Injurious to Stored Grain and Their Control. Excerpts from this talk will be published.

OAT grades and analysis of samples was conducted by Mr. Wesson, and the soybean grades and analysis of samples by William L. Ingles, Board of Review, Chicago.

RUSSELL J. HUDSON, Louisville, Federal Grain, Feed and Seed Division, demonstrated the various equipment used in grain grading.

SOUVENIRS distributed included a combination letter opener, ruler and magnifying glass with the compliments of the Nat'l Ass'n, a magazine pencil by Toledo Soybean Products Co., a bullet pencil by the Transit Grain & Commission Co.; a Willkie button larger than the front of any delegate's coat, a puzzle pencil with an annoying loop of string by the W. B. Johnston Grain Co., a memorandum book by the Fort Worth Elevators & Warehousing Co., celluloid buttons labeled "I want to be a captain, too." The Indianapolis Board of Trade pinned patriotic bows to coat lapels.

The Grain Trade's Pressing Problems

[Concluded from page 345.]

ernment financed distribution of fertilizers, seeds and other supplies. This activity is spreading rather than diminishing and we should oppose with increased effort this coming year.

6. We have filed objections to government favors in either money or volume of trade to *artificially*, and note I say *artificially*, organized cooperative enterprises. We have no prejudices against cooperatives that come into being through need and are organized by producer or consumer members which operate on sound business principles, recognizing that they have as much a right to organize and operate as anyone, and we count as some of our valued members, outstanding cooperative organizations who have rendered a fine service, and who are recognized and accepted as efficient factors in the grain and feed trade. We have opposed, however, the *artificial* creation and maintenance of grain cooperative enterprises, organized by government agents, in places where they were only able to operate because of cheap government money, or the favor of volume of government grain. In most instances there has been no need for such additional service for the producers of that community and consequently these artificially organized institutions have been unable to render returns or any advantages the community did not have already. A number of the soundly organized and soundly operating cooperative organizations have joined with us in this protest, recognizing that unsound cooperative movements will be harmful not only to the sound cooperatives, but to agriculture as well.

THE GRAIN TRADE is in effect agriculture's hired man or salesman whose job it is to find the best market and best price for his grain. To perform this service, the grain trade has set up many services and facilities. When the efficiency of the farmer's sales agent is impaired, the loss is agriculture's, and we owe it to agriculture to call attention to the loss it sustains, as its marketing service is impaired.

While the grain trade of this country is recognized as the most efficient in the world, it has fallen down badly in telling its story and selling its services to the public, to agriculture, and to the government. Our competitors, if you please, have been actively selling their socialistic philosophy and apparently doing a very good job. Your national association should be, and is, your national sales representative. It is being called upon, however, to perform a tremendously important job on a pitifully small budget. In spite of shrinking financial support, it has actually carried on more intensive association work the past year than ever before. This has been possible only through cooperation with the National Grain Trade Council and our close working relationship with other national associations close to the grain trade.

THE GOVERNMENT has taken over so large a part of the grain business accounts in large part for the reduction of our income. We are faced with so serious a situation both here and abroad, I ask, can the grain trade afford to curtail or should it instead increase its activities? If you see this as I see it, and I am sure that you do, then let me make this frank suggestion, that serious consideration be given to a change of basis of our dues, frankly by



Students at the Grain Grading School gathered around a weight-per-bushel demonstration by Louisville's Grain Supervisor J. W. Wesson.

asking larger dues from the larger firms but possibly leaving the dues for smaller firms at the present low basis. Unless some means is devised to increase the income of this association, then your national sales organization cannot properly present the services of our trade. This is not a social organization and either we must make it an aggressive and effective agency worthy of the grain and feed trade of the United States, or confess that we, too, are more interested in our personal isolation than in our trade unity and defense.

It is not enough, however, that we have loyal members and members who pay their annual dues and serve on committees without complaint. It is definitely necessary in addition to this, that there be unity in the trade, the sort of unity that will enable a strong effective national organization to speak with authority and conviction for the trade. Frankly, there has been too much division among our own interests. Different groups and individuals have frequently appeared in Washington expressing conflicting views on the same subject, causing confusion among the government officials and our trade. To be efficient, to be effective, the grain trade must be united.

There should be unity in our own industry because our part in the defense program is such that our service must be efficient in time of peril. In the coming year, I recommend and urge that we work for closer working relationships between not only our association and other trade groups, but with agriculture through the various farm groups, and the government agencies. I might say that on almost every kind of trade difficulty mentioned, we have found ourselves in general agreement with the majority of farm groups with whom we have conferred. They have come to realize that we do not oppose farm aid, and we have come to realize that they are just as much disturbed as we are over the trends toward government socialism and recognize and appreciate the service that we render agriculture.

I am glad to report, too, that the agencies of the government, even though apparently working against our interests, have always been willing to hear our story and have corrected some injustices. I propose that we endeavor to develop a better working relationship, but standing firm in our position and maintaining a non-partisan and fair position in our statements and our demands.

In this time when the development of a strong defense program is uppermost, I know that I may speak for the grain and feed trade of this nation when I pledge to the government the whole hearted cooperation and support of whatever policy may seem most effective and desirable for the support and preservation of our democratic form of government. As new policies are planned, I offer the services and counsel of the trade, and I trust that the experience of men trained in marketing and distribution may be called upon.

IN CLOSING, may I express the hope that this will not be considered as just a formal keynote speech. I have approached it in complete humility but with the determination that our trade must be awakened to unity and action, and that we have a great responsibility to perform. How many of you will join me during 1941 in the biggest, the most intensive, serious attempt that has ever been made to make the grain trade of America strong? How many of you here today will pledge each other that your National Association shall have your full support for the full year ahead, the support of fair dues, and more important, support by your personal participation? If our nation should be plunged into war, which God forbid, may we not meet that situation as a strong united trade, cooperating with agriculture and the government agencies, that, so far as we are concerned, we may meet the crisis as a strong united nation, prepared and determined to preserve our sacred American freedom and democracy.

The Transportation Problem

Transportation problems was the subject of a morning group meeting in the Roof Garden of the Brown Hotel at Louisville, during the convention of the Grain & Feed Dealers National Ass'n.

E. E. LABUDDE, Milwaukee, presided. He introduced the leading speaker in presenting the subject.

L. W. HORNING, New York City, regional director of the Ass'n of American Railroads, discussed the Transportation Act of 1940, and barge line competition with railroads in an extensive paper that gave many facts and figures to oppose government subsidies for river and truck transportation.

Named by the speaker as competing forms of transportation were steam railways, inter-city trucks, inland waterways, pipe lines, electric railways, and air-ways.

Grain and grain products, hay, and straw accounted for 58,729,242 tons of the freight hauled by the railroads in 1939, said Mr. Horning, which was 6.5% of the total traffic; and for \$203,796,859 or 6% of the total freight revenue.

"Inequality in our public transportation policy is at the bottom of most of today's transportation difficulties, inequality in regulation, in taxation and in subsidies," declared Mr. Horning.

"The Transportation Act of 1940 will not solve the transportation problem. But it is a step in the right direction. It did not revise the rate making rule applying to railroads, but it did eliminate the troublesome equi-distant provision thereof. It does not provide for tolls on the inland waterways, it does not discontinue the federal barge line, it does not exercise restraint or influence over improvident expenditure of public funds for extension of waterways. It does not modify the Panama Canal Act, or the Dennison Act, but it does accomplish certain desirable ends.

"Part 3 of the Act will regulate waterway carriers; bulk carriers, however, are exempted from the Act, providing that no more than three such commodities, which are not subject to shipper's load and count, are not carried in the same vessel. It provides that two or more vessels operated as a unit will be considered as one vessel. The water carriers must now file their rates and observe them. I am told that this regulation will affect at least 70% of the traffic of the Federal Barge Line.

"The Act abolishes the so-called land grant rates, except as to military supplies and equipment, which will benefit western and southern roads, but it provides that to take advantage of this the rail carriers must forego any claims which they may have to lands not already reduced to possession. This affects mainly the Northern Pacific Railroad.

"The Act improves the machinery for consolidation of railroads. It will no longer be necessary for the Interstate Commerce Commission to make a plan for such consolidations. The Act also facilitates the machinery involved in making loans to railroads by the Reconstruction Finance Corp. It contains the so-called Jones Amendment pertaining to export rates, which provides that if railroads make special export rates on manufactured commodities, they will be required to do the same for agricultural commodities under similar conditions.

"Another important accomplishment of the Act is provision for appointment by the President of a board of investigation and research, charged with investigating and reporting to Congress upon three matters, as follows:

1. The relative economy and fitness of carriers by railroads, motor, and water for transportation service, with a view of determining the service for which each type of carrier is especially fitted, so that there may be developed a national transportation system in the United States;

2. The extent to which the several classes

of carriers have been subsidized by the Government; and

3. The extent to which taxes are imposed upon such carriers by governmental agencies.

"This Act indicates a disposition on the part of Congress to view the transportation problem as a whole and to disregard all considerations except those which are strictly in the public interest.

"I am convinced that we shall not have complete economic recovery for the country as a whole, unless and until we shall have solved this transportation problem. In finding the right answer, shippers and consumers of every class, and you and I as citizens, have a vital interest."

DISCUSSION following the speaker pointed out that the Transportation Act of 1940 means nothing to the shipper concerned with competition from barge loading elevators, because bulk commodities in barges are exempt from the provisions of the act. [Why?]

Mr. Horning added that he believed the transportation problem should be attacked at its source, with fair treatment of all forms of transportation. He expressed earnest approval of the Fair Trade Council that originated among the Ohio river markets several months ago to the same end, and pointed out that subsidies to rate-cutting forms of transportation creates discriminations between farming communities.

P. E. GOODRICH, Winchester, Ind., offered a motion that was quickly adopted that suggestion be given the Ass'n resolutions committee favoring offering of a resolution thanking Mr. Horning for his address, and urging regulation of all forms of transportation.

Adjourned *sine die*.

Commission Merchants Re-elect Old Officers

Representation from virtually every cash market in the country attended the annual breakfast and meeting of the Federation of Cash Grain Commission Merchants Ass'n, held in the Brown Hotel, Louisville, Ky., the morning of Oct. 14.

PRESIDENT JACK F. LEAHY, Kansas City, Mo., presided, and reviewed in detail the meetings of ass'n and market representatives with members of the J. E. Wells com'te, as a fact finding and policy com'te, and the 300 pages of testimony taken in presenting the case of the cash grain commission merchants for a share in handling government possessed grain.

Commission merchants, it was pointed out, object to free extension of their market facilities to government agencies which in turn find a way around the commission men, and seek to keep grain out of terminal markets.

Further action awaits the response of the Wells Com'te, which must necessarily give a policy answer covering the action of government grain agencies.

ELECTION continued old officers of the Federation. These are: Jack F. Leahy, Kansas City, president; B. F. Benson, Minneapolis, first vice-president; Lowell Hoyt, Chicago, second vice president, and B. O. Holmquist, Omaha, sec'y-treasurer.

Markets represented at the meeting included Chicago, Kansas City, Omaha, St. Louis, Minneapolis, Milwaukee, Indianapolis, St. Joseph and Spokane.

GUS ACKERMAN, Bob Crawford and Bill Westerman dug deep into their expense accounts from the Oyster Shell Products Co. to supply cigars for the banquet. Yes, Roy Border got a cigar.

THE STARS and Stripes and the Union Jack flanked the speakers table, giving recognition to the Canadian members of the ass'n and out of respect to two Canadian visitors, Messrs. Pow and Poulton of Fort William.

The Service of the Cash Grain Commission Merchant

From address of J. F. Leahy before Grain & Feed Dealers National Ass'n.

In a section of the United States, extending roughly from New York to Colorado and beyond, and from Minnesota to Texas, the grain marketing system includes a class of business men we know as Cash Grain Commission Merchants, and their history is as old as that of the terminal markets.

In this territory, surplus grain crops are produced in huge quantities. Many of the grain areas are far distant from the nation's principal consuming population and an intricate but highly efficient distributing system has been developed to add market value to the farm-side value of the crops. Some of these primary grain receiving points are a thousand miles, or more, from terminal elevators and mills.

In these widespread areas primary marketmen, or country elevator men, as they are generally known, found it necessary to seek a selling agency, an agency that could also furnish dependable market information and quote current prices for grain. Without these agents, shippers would be subjected to a buyer's market, which, according to the laws of what used to be conventional economic teaching, would adversely influence their price returns.

Gradually there developed a specialist type of firms known as cash grain commission merchants, firms that received carlots of grain from these country shipping points and set up organized competitive selling against competitive buying at the terminal markets. Over the telegraph wires that followed the rail lines into the grain country, these commission firms relayed information about conditions in the market, information upon which the shipper, far removed from the market, could base his decision as to the buying and shipment of certain grades or kinds of grain.

Over a long period of years this service grew in value. Commission men began sending daily quotations of prices by mail and by wire to the country shipper, so that he always had a firm bid for local purchases. Frequent letters from his representative commission firm furnished information concerning condition of crops in other areas, probable price trends, demand outlook, and other material that kept him constantly in a secure competitive position.

MANY BENEFITS were provided to the country shipper and producer of grain by commission merchants. With funds advanced by commission firms, many of the present elevator facilities were constructed. Independent and farmers' elevators found in many instances of severe drouth-years, that commission firms would advance funds to keep their doors open for service to the public, relying upon shipments in the next season to return the advance.

At times the country shipper's grain would arrive on a market showing temporary weakness and the commission man would, at the shipper's order, provide terminal storage space until price levels were higher. Collection of freight claims, securing of favorable freight rates, improving inspection methods and weighing facilities, and many other details covering handling of consigned grain were part of the system built up by commission merchants. The country shipper always received a prompt remittance to cover his grain sales, with a detailed statement of the transaction, so it is not surprising that country shippers have, for two generations, thought of the cash grain commission man as "my salesman."

An important effect of a gradually improved system of commission service was the strengthening of terminal markets. The number of commission men increased as the volume of

grain justified; this increase was reflected in the financial position of the terminal exchanges.

THE COMMISSION MAN has frequently been designated as a "middle-man," but, in reality he is a service "middle-man" and not of the merchandising class. The trained commission man knows the buyers in his own market, and in other markets within range of competition. He is forever seeking a suitable time and place to sell grain of his country customers to the best advantage.

Men in the commission business must be men of integrity. They handle large quantities of products which are sold for others. From the very beginning, commission men realized that their services must be above suspicion, that the country shipper must be protected. Terminal exchanges adopted rules to provide for faithful performance. Frequent financial statements are required. Only men of good repute are admitted to membership and rules are rigidly enforced in interest of all concerned.

The problems confronting commission men do not differ in principle from the problems which the entire grain trade has faced since the Government deemed it expedient to engage in the grain business and to extend supervision and regulation of the handling of grain which comes into the possession of government agencies as collateral. In an effort to protect the interests of commission men under these new conditions, nine primary markets, in producing sections of the country, formed a Federation of Cash Grain Commission Merchants' Ass'ns.

The so-called "ever-normal" granary, as created by the Agricultural Adjustment Act of 1938 made LOANS available to producers on their grain. These LOANS were usually above the market price when made and at the

date of maturity. By the nature of the LOAN, the collateral corn becomes government property on maturity date if the producer does not renew his note. Thousands of farmers, instead of renewing LOANS, surrendered the collateral corn to the Government; Government agencies found it desirable from their viewpoint to store this corn in small steel bins scattered throughout the commercial corn area. As additional corn was delivered in succeeding years, more space was required in the country, and not until then was some use made of terminal space for long-time storage and for assembling of corn for export under government subsidy, and for distribution for relief purposes. Here were millions of bushels of corn, normally the life-blood of commission men in terminal markets, going into direct government ownership. Commission merchants immediately saw the dire possibilities in the situation, and petitioned government agencies to permit this corn to move from country storage to terminals, using the established and time-tested facilities of the commission men, a request not at all unreasonable in view of our long and faithful service to the producers of corn.

GOVERNMENT AGENCIES, I regret to say, were unwilling to follow this procedure, and refused the request that our services be utilized in shifting the position of corn. We asked for an opportunity to plead our case before government agencies controlling this cash grain. Many conferences followed. We did not enter into these conferences in opposition to the interest of producers; we were not a dissident faction, refusing to cooperate with the government, on the contrary, we stressed our willingness to consider any demands that might be made for changes in methods if the Government considered such action necessary. Our position was outlined as follows:

FIRST—It was admitted by both the Government and the Trade, that commission men are necessary factors in the terminal market in any year in which the government agency, under the law, might be prevented from making LOANS and when all grain would move in normal channels; therefore, it is important that the commission men be maintained through the LOAN years to fully serve producers in the NON-LOAN periods.

SECOND—It was explained that the Government, if it displaced the commission men with a government marketing agency, would be using (without paying a toll) the terminal exchange facilities which the commission men had helped to build; that if they drove the commission merchants out by government competition, other agencies must be created to make market service and price information available to the country; other sources must be found for short-time financing of country shipments, and, in some areas, for financing of the elevators themselves in lean years. We tried to present this whole picture, condensed to the thesis that without the Commission men, the present marketing system would not survive.

THE RESULT OF OUR EFFORTS, and the answer thereto, was the use of regional offices of government agencies, with a parallel system therein to supplant the function of commission men. The reasons offered by Government officials to explain such unusual procedure:

FIRST—It was contended that we are cash grain commission men, and that by the very nature of our service, we are not primarily in the business of placing grain in store. Our answer was that the volume of grain going into government hands reduces in exact proportion the volume of grain coming to commission men, and the competition is obviously destructive to our business. Also, our duties under the LOAN program have been increased by reason of the complex service extended to producers in order to place grain, principally wheat, into terminal storage position for LOANS on warehouse receipts, so that we are more and more each year concerned with the storage business.

SECOND—They explained that their regional offices in terminal markets would be forced, under any circumstances, to investigate and audit all papers connected with shipments, and that the use of commission merchants' services would be largely an addition to, rather than a replacement of the work done in their own offices at what they claim is much less expense. Commission men in reply, offered a low and uniform rate for storage services and chal-



Jack F. Leahy, Kansas City, Mo., president Federation of Grain Commission Merchants Ass'ns.

lenged the statement that the government's final cost is any lower than the charge suggested by the trade.

During our many conferences government officials have repeatedly, and with emphasis, told us that the government did not want, nor did the government intend to engage in the grain business in competition with the exchanges, and it was felt that the grain industry should continue in existence for the protection of producers. The admission has been made since that circumstances forced the government to enter the grain business in a limited way. We of course don't agree with that view, and argue that our Government is in the grain business today on a large scale. Will the government continue that policy, or withdraw from competition with exchanges, is a question as yet unanswered.

We were very careful throughout the past two years of discussion with the Government to avoid criticism of any possible advantage accruing to the farmer under the government program. We merely carried on a continual request for government modification of what we considered a most unfair administration of the program as it affected the commission men. Valuable assistance was given us by the National Grain Trade Council and the Grain and Feed Dealers Ass'n.

IN APRIL OF THIS YEAR, the Secretary of Agriculture, after due consideration, appointed a special Committee to study our problem and other conflicts between the Government agencies and the trade. That Committee, after sending investigators to the field, decided to call the commission men to Washington for an informal conference, which was held Oct. 1st, 2nd, and 3rd. The hearing was conducted by attorneys representing the Chicago Board of Trade and our Federation.

The result of the meeting will, we think, take the form of a favorable recommendation from the Special Committee to the Secretary of Agriculture. It will then be incumbent upon the Department to decide as to use or non-use of Commission Men's services, and we assume, the acceptance by Commodity Credit Corporation of policy recommendations. In the meantime, we are optimistic, as usual, as the Committee appeared keen in a desire for correct information and anxious to understand our problem, although non-committal as to their own opinions. Further, we are hopeful because this is still the United States of America, and we are certain that principles of democracy and business encouragement must find expression in any governmental policy that is fairly considered.

There immediately arises the question, but what if the Government declines to use commission men in the movement of this government grain to terminal storage? Well, in that case, we will be among a large and respectable group of mourners, for a decision of this sort as to corn could, in another year, be a decision extended to wheat, and other grains falling into government hands. And it could be a progressive interference that would drive out first, the commission men, and thereafter weaken the terminal exchanges until there could be manufactured some desperate cry from the field for the government to take over a sick and failing industry. Let me say in all frankness to you men in other lines of the grain trade, Don't console yourselves with the thought that you can escape the effects of the death of the commission business. It is your fight, as much as it is ours. One of the tragedies, one of the dangers, of the times is that the defeat of business is never by a sudden and open attack, but rather a quiet sapping of first one and then another of its supports until the whole structure crumbles.

We are encouraged by the knowledge that many in government circles do not want our business destroyed, that they do not want large surpluses piled up in government hands

to bring about these conflicts. We know that there are two conceptions of the loan program, One, That it shall be purely a LOAN, made under conditions and at a level which at least promises that the producer can redeem his grain at maturity. The other is the conception of the LOAN as a minimum price guarantee, made at or above the market levels, and with fair probability that government must either extend the LOAN or take over the collateral grain. We do not know which concept will be the final policy in Washington. Under the first, grain would normally move in the usual channels and the commission men's business would have its expected place. Under the second, we can only hope and pray that the Government, commanding the flow of so huge a volume of grain, will make it possible for our industry to continue.

If our application is denied, what will be our next step? No one can say. We do not even have the outline of a further program, although it is a safe bet that we will not take it lying down and without a struggle. If our application is granted, we can sincerely promise the fullest cooperation of our group in a program for the more efficient distribution of grain and at the lowest possible cost to the government,

In closing, we point out that the commission men sell a service which he considers of great value, not only to the producer, but also to the Government in the operation of the LOAN plan which involves the producer. And, speaking of the producer, he may have questions to ask if his selling agent is forced out of existence, questions that may prove embarrassing to agencies responsible for loss of his market representative.

Small Percentage of Fluorine Not Harmful

The Court of Appeals of Kentucky on Dec. 13, 1939, granted the Moorman Mfg. Co. a reversal of the judgment obtained by Buron Harris for \$1,125 damages for death of several cows to which had been fed a mineral product sold by defendant.

The feed contained a very small percentage of calcium fluoride. After the cows had been fed with the mineral for 3 weeks they began to show signs of illness.

Veterinarians gave conflicting testimony. Some said the amount of fluorine in the feed would render it dangerous. Other eminent veterinarians testified that the fluorine content did not render it dangerous. Millions of pounds of this feed had been sold in recent years without complaint.

Veterinarians said the cattle died of rabies. A dog was attacked by rabies about 4 weeks before the first disorder appeared among the cows, and this dog was used to drive the cows to a blue grass pasture a mile distant from the farmyard.

The Court of Appeals' reversal was based on introduction by Harris of incompetent evidence thru cross examination of R. E. Patrick, an employe of Moorman Mfg. Co. Mr. Patrick had complained to Dr. J. D. Turner, head of the department of feedingstuffs, of his report that the use of this Grofast mineral product presented a source of danger to cattle who took it. The Court said:

"The evidence of this witness concerning reports and statement by Dr. Turner and others at the Agricultural Experiment Station did not rise above the dignity of mere hearsay." "We unhesitatingly conclude and hold it was incompetent."

The Kentucky bulletin referred to was one of 7 pages entitled "Fluorine Poisoning From the Use of Mineral Mixtures Containing Rock Phosphate."—134 S. W. (2d) 936.

Receiving Books For Grain Buyers

Farmer's Deliveries. A convenient form for recording loads of grain received from farmers. Tare weight is entered immediately under gross to facilitate subtraction. Two hundred pages of linen ledger paper, ruled 20 lines to a page, thus accommodating 4,000 loads. Well bound in cloth, with keratol back and corners. Order Form 380. Weight 2¾ lbs. Price \$2.50, plus postage.

Receiving and Stock Book for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any grain on hand. Size 9¼x11½, 200 pages, with a capacity for 4000 loads. Well printed on linen ledger paper, bound in cloth with keratol back and corners. Order Form 321. Weight 2¾ lbs. Price \$2.50, plus postage.

Grain Scale Book, a combined Journal and Receiving book. Each man's grain is entered on his own page. Both debits and credits are posted to the ledger. Contains 252 numbered pages and 28 page index, size 10½x15½ inches, will accommodate 10,332 loads. Printed on linen ledger, bound in extra heavy black cloth covers, with keratol back and corners. Weight 5 lbs. Order Form 23. Price \$4.00, plus postage.

Grain Receiving Register is designed for recording the receipts of farmers' grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8½x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Weight 3 lbs. Order Form 12AA. Price \$2.55, plus postage.

Duplicating Receiving Book, designed to facilitate the recording of loads received from farmers. Book contains 225 leaves, size 12x12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the inside half with carbon between. It may also be used by line agents in making daily reports. Check bound with canvas back, nine sheets of carbon. Weight 4½ lbs. Order Form 66. Price \$2.60, plus postage.

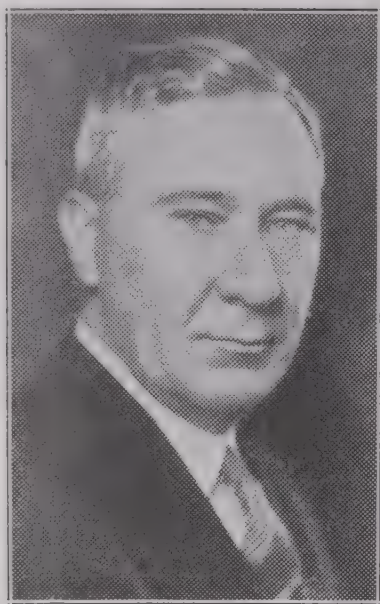
Grain Receiving Ledger, may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the grain handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective headings. Contains 200 numbered pages with 44 lines to page, and a 28-page index, size 8½x13¾, ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Weight 2½ lbs. Order Form. 43. Price \$3.00, plus postage.

Form 43XX contains 428 pages same paper and ruling as Form 43. Weight 4½ lbs. Price \$5.00, plus postage.

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Fitzgerald Hall, president, N. C. & St. L. R. R., banquet speaker.

Annual Banquet a Huge Success

The 44th annual banquet, held the closing day of the convention, in the Crystal ball room of the Brown Hotel, proved a great success for the Grain & Feed Dealers National Ass'n, when nearly 500 delegates, and their ladies, gathered around the festive board to consume roast young Vermont tom turkey, and enjoy an after-dinner program of speakers and entertainers.

Clever, witty and able to keep things moving was Toastmaster William B. Harrison, former Mayor of Louisville. After the invocation by Rev. Dr. Charles W. Welch, minister at Louisville's Fourth Avenue Presbyterian Church, and the soprano solo of Miss Jane Johnston, "My Old Kentucky Home," the toastmaster made a rapid-fire introduction of guests. He allowed none of them, however, to speak, until President Elmer H. Sexauer took command of the microphone to publicly thank the Louisville com'ites and grain dealers for their hard work and earnest preparation for a thoroly successful convention.

FITZGERALD HALL, Nashville, Tenn., president of the Nashville, Chattanooga & St. Louis railroad, and director of the Southern States Industrial Council, was the guest speaker. Wildly applauded with standing cheers was his understandable plea for a return to the simple doctrines of democracy.

DEMOCRACY

"NOTHING HAS OCCURRED which makes the principles of democracy any different from what they were 150 years ago, or will be 150 years hence. Those principles are as static as the laws of gravity and as unchangeable.

"Democracy does not mean that all men are equal save in their right to equal protection under the laws. Democracy recognizes and gives effect to the differences between men, and rewards them in proportion and in relation to those differences. The foundation of any democratic system, the only basis on which it can be made to succeed, is for the people generally to be independent, educated, self-reliant, and self-respecting.

"Democracy does not mean the destruction or confiscation of wealth. When a man earns money and spends less than he earns, what is left over belongs to the man who earned it. Democracy recognizes that the fruits of the laborer belong to the laborer, and to him alone.

"Democracy guarantees nothing on earth, but it makes possible liberty, economically, socially, politically, and in religion. Whenever office holders demand that the people think as they think, act as they act, worship as they worship, do as they say, then they have no place in a democratic system.

"There is no such thing as a 'capitalistic system.' What we inaccurately call the 'capitalistic system' is nothing but a by-product of liberty, and therefore, a by-product of democracy. Go back to the man who labors and

spends less than he earns. The difference, be it one dollar or a million, is capital, and the aggregate of that difference for all laborers makes up the so-called capital of the nation.

"Business, big and little, to function successfully and prosperously over a long period of time is absolutely dependent on sound democratic principles. The basic one is 'Equal rights to all, and special privileges to none.'

"Business, in its internal organization, particularly big business, has for many years been intensely democratic. It picks its important men on the basis of character and achievement. The head of Big Steel is a miner's son, the head of the great Pullman company is a country boy from south Alabama, the head of the Pennsylvania railroad rose from a job as ordinary laborer in the great Altoona shops.

"Democracy is no isolated concept. It is a practical, vital factor in everyday life. It is a way of life. And remember this—because it may arise to plague us if we do not—we are going to have democracy for all, or sooner or later we are going to have democracy for none.

"The enemies of democracy, so far as these United States are concerned, are not the Stalins, the Il Duces, the Hitlers, and men of that type; they are the foreign thinking people within our own gates who are seeking to . . . destroy that 'no-man's land' in the Constitution so that there can be government regimentation and control of practically all individual action, who are seeking to break down and destroy the carefully established checks and balances of the Constitution made possible by having the legislative, judicial and administrative branches of government established as independent of each other, who are seeking to concentrate more and more power in the hands of the office-holding class at the expense of your liberty and of others like you.

"What this country needs is leadership, educational, political, religious, economic; leadership which will undertake to develop, not destroy; to share equitably, not exploit; to suggest the way, not dictate; which will preach the doctrine of hard labor and thrift, not leisure and indulgence; leadership which will preach understanding, tolerance and good will, not hate and envy; leadership which will bring home to every man, woman, and child in these United States, that each is responsible for his own welfare, not that society owes him a living. This is the democratic system made possible by the Constitution of these United States. It needs no streamlining.

"The trouble with it is not that it will not function under modern conditions. The trouble is that for over 40 years constituted authority, supported by various selfish interests, has been deliberately dodging, evading, and violating the Constitution more and more. All we need do to start back on the road to sound economic progress is to faithfully follow the Constitution as it was written, ordained, and handed down to us, with the several amendments that the people, in their wisdom, themselves have made."

It took quite a while for the cheering for the democratic address of speaker Fitzgerald Hall to die down. But order was established finally for another song by Miss Jane Johnston, for the presentation of the golf prizes (described elsewhere in this issue) and for the special ceremony in which the efficient executive vice-president of the ass'n, Ray B. Bowden, officiated to present the gift of Mrs. Rees H. Dickson, wife of the Louisville general com'ite, to Mrs. E.H. Sexauer, wife of the ass'n president—a huge, 42-lb. home-cured Kentucky ham, all done up in cellophane and fancy ribbon.

Dancing followed the evening program and lasted until long past midnight.

The Grain Dealers Ladies at Louisville

The entertainment of the ladies was planned with sincere Southern hospitality and carried out with true Southern grace. A cocktail party at the Brown Hotel on Sunday afternoon enabled the women to become acquainted. The Louisville hostesses (shown in the accompanying photograph) diffused good will as easily as tube-roses give forth perfume. Mrs. C. M. Carter of Fort Worth soon found Mrs. Crouch of Dallas and Mrs. Flanley of Sioux City, Iowa, soon knew Mrs. Wilder from across the Hawkeye state at Cedar Rapids.

The husbands added to the gayety of the party and those who did not attend did not look half as cheerful as those who did. Geo. A. Aylesworth and Le Roy Godfrey arrived just as the cocktail cart was rolled away. Such disappointment!

A real Louisville Horse Show held at Rock Creek Riding Club on Monday was entirely for the Grain and Feed Dealers' Nat'l Ass'n, with Lew Hill of Indianapolis and Irvin Wilson of Prospect, Ky., as judges. Ring Marshall, C. J. Cronan, Jr., had the thrill of seeing Virginia Cronan take first prize in the Children's Riding Class. Two golden braids down her back were held in place by "47" and she rode her beautiful mount like a little princess. Nancy O'Brien, daughter of a Louisville grain man, was second prize-winner in that same class and won much applause as she passed each box.

The event receiving the most interest was The Grain Dealers Championship to ride 3-gaited horses with entries open only to members of Grain and Feed Dealers Nat'l Ass'n, riding only to be considered.

This Class No. 5 was sponsored by Ballard and Ballard Co. and when Mrs. H. H. Green of Pattonsburg, Mo., rode in on her contrary little mare and the orange satin sleeves and cowboy's outfit of J. F. Moyer, Dodge City, Kans., appeared to brighten the tan-bark circle, there was high enthusiasm.

Two magnificent horses both bred and trained to do the Plantation walk were ridden by Julian Miles and Pete Powell. These horses have already won \$10,000 prizes.

Blue Nose and Grey Lad from the stables of Mrs. Theodore Roosevelt III appeared in the Ladies' Hunter Class and took the 8 jumps over high hurdles.

Then the fragrance of the mint bouquets in the plentiful, the free and the tasty mint juleps added the sunset to a gala day of Louisville quality, of Louisville generosity.

On Tuesday, a long line of busses took both the grain men and their ladies to inspect the large plant of Seagram Whiskies and to watch the manufacture of cigarettes at Brown and Williamson. Many brought home free samples from each place. In fact, all the ladies had



These were Louisville hostesses at Ladies' Tea. Front row, left to right: Mrs. Lillian Messer, Miss Elizabeth McGrath, Miss Ruth Fiedler, Mrs. C. G. Ferguson, and Mrs. J. F. Hill. Back row: Mesdames C. F. Kienzie, James Miller, Rees H. Dickson, D. D. Ericson, A. B. Collins, H. K. Blandford, and Lee L. Babcock.

such an enjoyable time they are planning to go to Toledo next year.

VISITING LADIES included Mesdames: Lewis Abbott, St. Louis; E. E. Allison, Indianapolis; Harold Anderson, Baltimore, Md.; L. L. Babcock, Louisville; C. C. Barnes, Winchester, Ind.; O. L. Barr, Bicknell, Ind.; W. R. Beck, Shelbyville, Ind.; F. C. Bell, Omaha; C. L. Be Vier, Charlestown, Ind.; G. E. Booth, Chicago; R. C. Booth, Cedar Rapids, Ia.; F. Bradford, Indianapolis; L. G. Bradstock, Wellington, O.; A. A. Breed, Milwaukee; J. H. Caldwell, St. Louis; C. M. Carter, Ft. Worth, Tex.; Charles S. Clark, Chicago; L. D. Cline, Saginaw, Mich.; L. J. Colehower, Wenona, Ill.; J. C. Crouch, Dallas, Tex.; C. P. Cummings, Peoria, Ill.; F. A. Dahl, Lowell, Ind.; R. Danner, Astoria, Ill.; R. R. DeArmond, St. Louis; F. Deffenbaugh, Omaha; F. A. Derby, Topeka, Kan.; H. H. Dewey, Peoria, Ill.; J. W. Dickson, Chicago; E. J. Dougherty, Canton, O.; J. H. Dunn, Minneapolis; E. L. Dwyer, Ft. Dodge, Ia.; E. B. Evans, Decatur, Ill.; C. G. Ferguson, Louisville; S. Fisher, Cincinnati; C. Flanley, Sioux City, Ia.; E. L. Floyd, Indianapolis; G. H. Fuller, Spencer, O.; G. Goode, Centerville, O.; M. Gooding, Frankfort, Ind.; P. E. Goodrich, Winchester, Ind.; H. H. Green, Pittsburgh, Mo.; E. J. Grimes, Minneapolis; T. E. Hamman, Decatur, Ill.; E. M. Haynes, Portland, Ind.; W. J. Haug, C. A. Hiegel, Leipsic, O.; F. Hiegel, Leipsic; L. Hill, Indianapolis; R. Hinkle, La Center, Ky.; L. E. Howard, Topeka, Kan.; L. Johnson, Atlanta, Ga.; H. A. Juneau, Superior, Wis.; C. Keys, McCordsville, Ind.; A. Kilz, St. Louis; B. J. Kiose, Spokane, Wash.; A. C. Koch, Breese, Ill.; L. E. Lake, Colfax, Ind.; P. Larson, Sioux City, Ia.; J. V. Lauer, Milwaukee; L. A. Laybourn, Kansas City; J. F. Leahy, Kansas City; A. M. McKinley, Omaha; E. P. Manchester, Omaha; H. W. Manuel, Minneapolis; S. C. Masters, Kansas City; A. H. Meinershagen, Higginsville, Mo.; R. T. Miles, Chicago; W. M. Moore, Covington, Ind.; H. E. Morrison, Walla, Walla, Wash.; F. Myers, Crown Point, Ind.; J. E. North, Groveport, O.; E. M. Odell, Peoria, Ill.; B. N. O'Dowd, Kansas City; J. E. Ogren, Arkansas City, Kan.; R. Overman, McGrawsville, Ind.; J. P. Parks, Kansas City; W. W. Pearson, Reynolds, Ind.; G. A. Pritchard, Indianapolis; A. L. Riedel, Saginaw, Mich.; E. H. Sexauer, Brookings, S. D.; O. R. Sickert, Milwaukee; J. A. Schmitz, Chicago; C. E. Schoppe, H. E. Theile, Des Moines, Ia.; E. F. Thompson, Chicago; L. E. Thompson, Glen Ridge, N. J.; F. B. Thompson, Peoria, Ill.; L. True, Springfield, N. Y.; H. G. Tyler, Lowell, Ind.; L. Wagner, Chicago; F. E. Watkins, Cleveland; L. C. Webster, Minneapolis; C. B. Weydman, Buffalo; S. W. Wilder, Cedar Rapids, Ia.; H. S. Williams, Chicago; C. T. Wilson, Sulphur Springs, Ind.; C. O. Wise, Bellevue, O.; R. J. Wrenn, Peoria, Ill.; B. E. Wrigley, Peoria, Ill.; and Misses: Mary Dougherty, Canton, O.; Gloria Grimes, Minneapolis; Elvira Meinershagen, Higginsville, Mo.; Virginia Ogren, Arkansas City, Kan.; and Iren Overman, McGrawsville, Ind.

Pendleton, Ore.—The Eastern Oregon Wheat League will hold its annual meeting here Dec. 5, 6 and 7, with com'te meetings the first day and general meetings the two following days. Theme of the meeting will be disposition of Pacific Northwest wheat.

The Golf Tournament

The annual golf tournament, held at the Audubon Country Club Tuesday afternoon, Oct. 15, while the ladies and non-golfers at the Grain & Feed Dealers National Ass'n convention toured the city to take in the historical sights, was an earnest battle between experts at this famous Scottish game.

Clark Yager, Louisville com'te chairman in charge of the contest, called the awards after the banquet in the evening and each winner came forward to make his selection from the fine prizes that had been arousing a highly competitive spirit among the golfers thruout the convention. Here are the winners:

T. J. Underwood, Ardmore, Okla., with a low gross score of 79, took the Centennial Golf Trophy offered in 1935 by the Merchant's Exchange of St. Louis for the second time.

In 1935 E. F. Winslow, of Indianapolis, was the first to carry home the cup for a year. C. A. Geiger, St. Joseph, Mo., took it the following year. T. J. Underwood got it in 1937, but lost in 1938 to E. B. Evans, of Decatur, Ill., and in 1939 to J. W. Pehle, of Minneapolis.

In addition to the Merchant's Exchange cup, Mr. Underwood, first in line for the regular prizes, carried home a fine radio that he decided belongs in his home rather than in his office.

Second to receive an award was Harvey Yantis, of Minneapolis, whose low net score was 69, good enough to edge Charles Lally into second place for this record. A winner with the second low gross score was M. J. Iuler, of Louisville, who took only 85 strokes to round the tough 18 hole course.

Low score on the four 3-par holes was made by A. L. Burdick, of Minneapolis, with 14 strokes. Roy Welch, Omaha, took the least number of puts, holding his record down to 27.

The longest drive, 280 yards straight down the fairway from the No. 10 tee, was made by Ed Wheeler, Washington, D. C., attorney.

Bill Westerman, of the Oyster Shell Products Co., St. Louis, has a mania for 5's. His score card was filled with them, and that entitled him to an award.

The award for the high score on the four 3-par holes went to Forrest Lipscomb, Springfield, Mo., who slapped his ball 25 times to get over them.

Fred Sale, Indianapolis, Ind., and C. C. Fivian, Nashville, Tenn., split honors for the highest number of puts. Each took 41 on the 18 holes.

High gross score winner was Dodd Theile, Des Moines, Ia. Blind bogey winners were R. B. Pow, of Fort William, Can., and Sam Holder, of Indianapolis, Ind.

The low net foursome was L. Trice, Springfield, N. Y.; Floyd Chance, Enid, Okla.; Dale Johnston, Enid, Okla., and Charles Lally. They turned in a combined score of 295, and each took home a dozen golf balls with which to practice for next year's contest in Toledo.

Horse Show Attracts 400

Most outstanding social event of the Grain & Feed Dealers National Ass'n convention in Louisville, Ky., was the horse show held for the entertainment of the delegates at the Rock Creek Riding Club, Monday afternoon.

This eight-class show, arranged by local grain dealer and horse lover Henry Freuchtenicht, sported some of the finest blue bloods from Kentucky stock farms, and raised an endless series of ohs and ahs from more than 400 delegates and their ladies who crowded the stands.

Ring Marshall was C. J. Cronan, Jr. Judges were Irvin Wilson, of Prospect, Ky., and grain dealer Lew Hill, of Indianapolis, Ind. Announcer George Swinebroad, Lancaster, Ky., explained the classes as each took its turn in the ring, told something of the points that concerned the judges, and directed the riders to "Trot, please! Let your horses trot, please," or "Canter, please! Let your horses canter, please," as the judges directed.

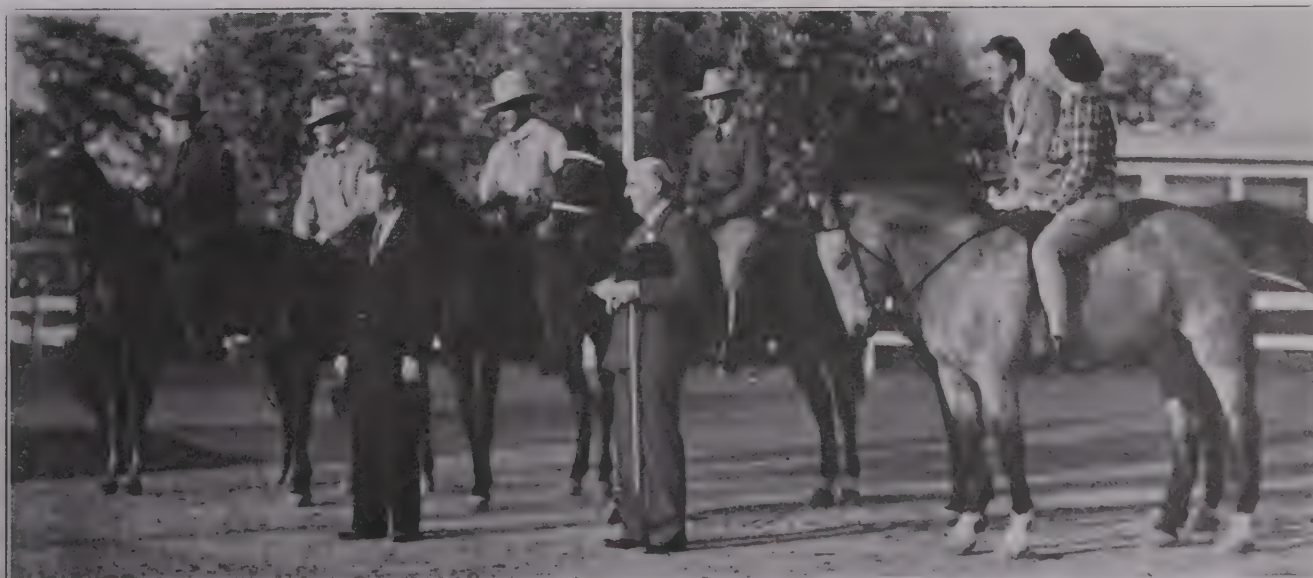
REVELER SONG, ridden by Charles L. Cook, owned by V. V. Cooke, received the blue ribbon from Mrs. E. H. Sexauer in the class for five-gaited stallions, mares, or geldings, sponsored by C. L. Jewell & Son.

Miss Gloria Grimes, of Minneapolis, presented the blue ribbon to the same rider astride Genius Jewel in the class for three-gaited mares and geldings, sponsored by Washburn Crosby Co.

The judges disagreed and had to seek counsel before they awarded the blue ribbon to 12-year-old Virginia Cronan in the children's riding class with three-gaited horses and ponies, wherein riding alone was considered. Mrs. Fred Watkins, of Cleveland, made the presentation.

The fine harness class, sponsored by Aubrey & Co., varied from other classes in the show, featuring spirited animals pulling rigs. In this class was Colonial Chief, exhibited by Mr. and Mrs. Ben Collings, the fine animal pictured in the Sept. 25 number of the Journals, page 253.

BIG EVENT of the show was the Grain



Grain dealers bestrode prancing steeds at the horse show. Left to right are G. A. Pritchard, Indianapolis, Ind.; O. L. Barr, Bicknell, Ind.; J. F. Moyer, Dodge City, Kan.; E. E. Allison, Indianapolis, Ind.; Berk Terrill, Cincinnati, O., and Mrs. H. H. Green, Pattonsburg, Mo. Standing in the foreground are the judges, Irvin Wilson, Prospect, Ky., and Lew Hill, Indianapolis, Ind.

Dealers Championship to ride three-gaited horses. Indiana grain dealers put on the show in this class sponsored by Ballard & Ballard Co., but Forest Moyer, sec'y of the Kansas Grain, Feed & Seed Dealers Ass'n, made an earnest effort to steal it with his wide sombrero, flaming bandana, leather chaps and a cowboy seat that led his horse to point its ears backwards questioningly many times. The Indiana entrants were A. B. Martin, Lafontaine; Floyd Kirklin, Rushville; O. L. Barr, Bicknell; W. W. Pearson, Reynolds; L. E. Greenwood, Rensselaer; E. E. Allison and G. A. Pritchard, Indianapolis. Mrs. Henry H. Green, Pattonsburg, rode for Missouri; Berk Terrill, for Cincinnati, O. Mrs. Rees H. Dickson presented the first trophy, a sparkling set of mint-julep glasses, to Mr. Allison. Second ribbon was taken by Mr. Greenwood; third, by G. A. Pritchard.

Genius Jewell again took first in the class for three-gaited combination mare or gelding, under the guiding hands of Charles L. Cook.

Julian Miles and Pete Powell, riding for General Fred Miles, took first and second in the Plantation class, sponsored by Henry Fruechtenicht, showing stallions, mares and geldings at running walk, flat footed walk and canter.

Grey Lad, owned and ridden by Mrs. Theodore Roosevelt, III, took first in the hunter class, over eight jumps, sponsored by the Brown Hotel. Second was Kalamata Artist, owned and ridden by Virginia Cronan; third, Timber Toper, ridden by Pete Powell for Harold E. Harter.

AFTER the show, the social gathering continued on the grounds around the club house, where white-coated darkies passed thru the crowd with frosty mint juleps prepared at a bar set up on the lawn. Groups gathered here and there to praise the show and talk about the horses.

One side light was Kenny Pierce, wearing Forest Moyer's bandana and sombrero, bouncing astride a trotting Shetland pony, while the crowd shouted "Hi-Ho Silver!" Another was Al Schultz, and other Ohioans between the shafts of a crowded riding rig, "Pulling for Toledo next year." It was well after dark before the last bus left for the hotel.

In Attendance at Louisville

BALTIMORE: Harold Anderson; E. H. Beer, Jr.; E. H. Beer & Co.; J. A. Manger; A. H. Keller.

BUFFALO: M. F. Cohn, Sunset Feed & Grain Co., Inc.; C. B. Weydman, Eastern Grain Elev. Corp.

CHICAGO: G. W. Altorfer; E. E. Thompson and G. E. Booth, Lamson Bros. & Co.; E. J. Feehery; J. M. R. Glaser; L. D. Godfrey; A. W. Lipsek; W. H. McDonald; R. T. Miles; M. Necas; L. C. Ortt; K. B. Pierce, James E. Bennett & Co.; W. T. Rawley; Phil Sayles, Cargill, Inc.; Richard Uhlmann; Charles Van Horssen; Lee Wagner; H. S. Williams.

CINCINNATI: Syl Fisher; L. S. Fitzgerald; Berkshire Terrill, Early & Daniel Co.; R. B. Williams.

COLUMBUS: L. J. Dill; J. D. Fetzer.

DULUTH: J. R. McCarthy.

ENID: J. F. Chance; Ben Feuquay; D. H. Johnston; Homer Thomas.

FT. WORTH: G. E. Blewett; C. M. Carter; W. W. Manning; Leo Potishman.

INDIANAPOLIS: E. E. Allison, Steinhart Grain Co.; Freeman Bradford; E. L. Floyd; W. E. Hart, Early & Daniel Co.; Lew Hill, Lew Hill Grain Co.; G. A. Pritchard, Indianapolis Grain Co.; E. K. Shepperd, Cleveland Grain Co.; R. B. Wilson, Indiana Grain Corp.; O. F. Wulfekammer.

KANSAS CITY: F. A. Theis, Simonds-Shields-Theis Grain Co.; R. J. Anderson; G. A. Aylsworth; E. M. Hibbs; P. A. Kier, F. E. Lake, W. B. Lathrop; L. A. Laybourn; J. F. Leahy; S. C. Masters; G. C. Meyer; B. J. O'Dowd; J. P. Parks; J. J. Rick.

MEMPHIS: J. S. Harpster; L. G. Hill; M. Lamson, C. G. Robinson.

MILWAUKEE: E. LaBudde, LaBudde Feed Co.; J. V. Lauer, J. V. Lauer Grain Co.; O. R. Sickert, Deutsch & Sickert Co.

MINNEAPOLIS: H. W. Boyd, Bunge Elev. Corp.; A. L. Burdick; L. J. Carlin; H. G. Cowan; J. H. Dunn; E. J. Grimes, Cargill, Inc.; B. L. Hoertel; J. L. Hanley; F. P. Heffelfinger;

W. S. Leary, Leary Grain Co.; J. D. McCaul; H. W. Manuel; S. M. Shiele.

NASHVILLE: C. O. Fivian, Continental Grain Co.; F. E. Gillette; R. W. Hale; C. D. Jones; J. C. Knox.

OMAHA: F. C. Bell, Bell-Trimble Grain Co.; Ed Cahill, Burns Grain Co.; Fred Deffenbaugh, Rosenbaum Bros.; J. S. Hedlund, United Grain Co.; J. A. Linderholm, Crowell Elev. Co.; A. M. McKinley, Omaha Elev. Co.; J. L. Welsh, Butler-Welsh Grain Co.

PEORIA: H. H. Dewey, W. W. Dewey & Sons; R. M. Odell; B. E. Wrigley, Geo. W. Cole Grain Co.

PHILADELPHIA: R. J. Barnes; F. J. Faber; J. H. Frazier.

ST. LOUIS: J. M. Adam, Anheuser-Busch, Inc.; J. H. Caldwell and Bert Collins, Checkerboard Elev. Co.; J. M. Decker; H. R. Diercks, Cargill, Inc.; M. B. Grover, Fox Grain Co.; Arthur Kilz; W. J. Krings; Julius Mayer, H. H. Savage and Harold Vogel, Continental Grain Co.; H. B. Rothweiler; E. W. Seele, Ballard-Messmore Grain Co.; R. E. Wiese, Norris Grain Co.; J. H. Yore; Walter MacMillan.

TOLEDO: H. J. Brundage; J. W. Luscombe, Southworth Grain Co.; Ed McClure, Toledo Soybean Prod. Co.

WASHINGTON, D. C.: John Goodloe; Wm. McArthur; J. M. Mehl; E. J. Murphy; Harold Stein.

CANADA: P. C. Poulton and R. B. Pow, Fort William, Ont.

ILLINOIS: W. G. Catron, Jr., Ulton; L. J. Colehower, Wenona; R. L. Coomber, Freeport; Roy Danner, Astoria; E. B. Evans, T. E. Hamman and Harry Turner, Decatur; O. B. Hastings, Cairo; A. C. Koch, Breese; J. E. Sams and R. M. Scott, Waukegan; R. J. Wrenn, Roanoke.

INDIANA: Hans Aabel and H. C. Altmansberger, Evansville; W. D. Adams, Elizabethtown; E. B. Adamson, Hagerstown; T. C. Crabbs, Crabbs-Reynolds-Taylor Co., and S. J. Alexander, Crawfordsville; Fred Antell, Princeton; O. L. Barr, Bicknell; W. R. Beck, Shelbyville; R. C. Ellis, New Albany; L. A. Garner, Lawrenceburg; Miles Gooding, Frankfort; Percy E. Goodrich, Winchester; L. E. Greenwood, Rensselaer; E. M. Haynes, Portland; Vamter Irwin, Madison; Clyde Keys, McCordsville; L. E. Lake, Colfax; M. J. McDonald, New Albany; W. M. Moore, Covington; H. H. Mutz, Edinburg; Floyd Myers, Crown Point; Ralph Overman, McGrawsville; J. O. Pape, Fowler; W. W. Pearson, Reynolds; F. A. Dahl and H. G. Tyler, Lowell; C. T. Wilson, Wilson Grain Co., Sulphur Springs; O. H. Wright, Vincennes.

IOWA: W. C. Berger, Des Moines; R. C. Booth and S. W. Wilder, Cedar Rapids; E. L. Dwyer, Ft. Dodge; Charles Flanley, Sioux City; L. R. McKee, Muscatine.

KANSAS: Erland Carlson, Lindsburg; F. A. Derby and L. E. Howard, Topeka; R. P. Johnson, Independence; J. C. and J. E. Ogren, Arkansas City.

MISSOURI: J. W. Buffington, Jefferson City; Guy Goode, Centerville; R. G. Graham, St. Joseph; H. H. and Donald Green, Pattonsburg; F. W. Lipscomb, Springfield.

NEW YORK: L. W. Horning, Ass'n of American Railroads, R. F. Cunningham and F. M. Leahey, New York; Lionel True, Springfield.

OHIO: L. G. Bradstock, Wellington; R. H. Brundage, Kingston; W. C. Dewey, Blanchester; E. J. Dougherty, Canton; S. L. Sam, Jr., G. W. Rice and F. W. Duncan, Rice Grain Co., Metamora; G. H. Fuller, Spencer; O. P. Hall, Greenville; C. A. and Floyd Hiegel, Leipsic; J. R. North, Groveport; F. E. Watkins, Cleveland; C. O. Wise, Bellevue.

TEXAS: A. E. Ruhmann, B. E. and J. M. Clement, Waco; J. C. Crouch, Dallas.

OTHER STATES: T. J. Brown, Grand Forks, N. D.; W. B. Fox, New Orleans, La.; R. C. Hemphill, Jr., Birmingham, Ala.; Riebe Hinkle, LaCenter, D. W. Patrick, Clinton and W. B. Talbert, Lexington, Ky.; Layton Johnson, Atlanta, Ga.; H. A. Juneau, Wis. Grain & Whse. Co., Superior, Wis.; E. J. Kjos, Spokane and H. E. Morrison, Walla Walla, Wash.; C. F. Morriss, Charlotte, N. C.; E. H. Phares, Central City, Neb.; A. L. Riedel, Saginaw, Mich.; C. C. Calcult, Dyersburg and E. T. Robertson, Knoxville, Tenn.; E. H. Sexauer, Geo. P. Sexauer & Son, Brookings, S. D.; T. J. Underwood, Ardmore, Okla.; H. L. Wierman, Denver, Colo.

MACHINERY AND SUPPLIES: Harry B. Olson, Chicago; C. S. Phillips and R. P. Reid, Seed Trade Reporting Bureau, Chicago; F. E. Blodgett, Weevil-Cide Corp., Kansas City; W. W. Cummings, Cummings & McAlister, Columbus, O.; O. W. Randolph, O. W. Randolph Co., Toledo, O.; C. L. DeVier, S. Howes Co., Charles-town, Ind.

FEEDS AND FEED INGREDIENTS: Al Wilson, Denver Alfalfa Mig. & Prod. Co., W. J. Westerman, Gus Ackerman and Bob Crawford, Oyster Shell Prod. Co., St. Louis; J. W. Dickson and A. C. Robinson, Chicago; Gilbert Martin, Mulkey Salt Co., Dayton, O.; C. P. Cummings, Peoria, Ill.

GRAIN EXCHANGE SEC'YS: F. H. Clutton, Chicago; F. P. Manchester, Omaha; D. J. Schuh, Cincinnati; A. E. Schultz, Toledo.

Grain Shipping Books

Record of Cars Shipped facilitates keeping a complete record of cars of grain shipped from any station, or to any firm. It has column headings for Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold. Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. Book contains 80 double pages of ledger paper, size 9½ x12 inches, with spaces for recording 2,320 carloads. Well bound in heavy black pebble cloth with red keratol back and corners. Shipping weight, 2½ lbs. Order Form 385. Price \$2.50, plus postage.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double; left hand pages are ruled for information regarding "Sales" and "Shipments"; right hand page for "Returns." Column headings provide spaces for complete records of each transaction on one line. Book contains 80 double pages of ledger paper, size 10¼x16 inches, with 8-page index. Spaces for recording 2,200 carloads. Bound in heavy gray canvas with keratol corners. Weight, 3¼ lbs. Order Form 14AA. Price \$3.35, plus postage.

Grain Shipping Ledger for keeping a complete record of 4,000 carloads. Facing pages are given to each firm to whom you ship and account is indexed. Book contains 80 double pages of ledger paper with 16-page index, size 10½x15¾ inches, well bound with black cloth covers and keratol back and corners. Weight, 4 lbs. Order Form 24. Price, \$3.50, plus postage.

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Railroad Claim Blanks duplicating, three different books, five forms, 8½x11 in., \$2 each book, plus postage.

Grain & Feed Journals

CONSOLIDATED

332 South La Salle St., Chicago, Ill.

Canada's Elevators Congested by Record Crop

Address of R. B. Pow, Fort William, before the Grain & Feed Dealers Nat'l Ass'n.

We are all interested in the grain trade, and in your country, as in mine, the problems of the trade are matters of major importance. With Canada just now it is a problem of taking care of the huge crop that nature has so bountifully produced on our great prairies. There is an old French proverb which in effect says: "God tempers the wind to the shorn lamb" and it would seem that in our extremity Providence has decreed we will have a sufficiency of food to take care of all our needs. More than this, we have abundance to spare for the hungry millions in other lands when the time comes we can send it to them with certainty that it will not be used to feed those whose hand is now raised to destroy us.

This year we have a wheat crop of 561,000,000 bus., the second largest we have ever grown, and this, with the 260,000,000 bus. carry-over from last year's crop, will give us a total of about 820,000,000 bus. to take care of. Normally about 75,000,000 bus. are retained on the farms for seed and feed so we have about 745,000,000 bus. for which to provide storage. The total elevator storage capacity in Canada is about 424,000,000 bus., divided approximately as follows: Country elevators in Man., Sask., Alta. and B. C., 190,662,000; interior private and mill elevators, 14,641,000; interior public and semi-public elevators, 20,730,000; Pacific Coast elevators, 22,850,000; Fort William and Port Arthur elevators, 92,650,000; Ontario country elevators, 97,000; Lower Lake port elevators, 51,850,000; Quebec seaboard port elevators, 25,537,000; Maritime seaboard port elevators, 5,276,000.

With these all filled there remains some 300,000,000 bus. to be taken care of on farms. There is talk now of constructing an additional 100,000,000 storage at eastern points. This would take time and it seems that some scheme of assisted farm storage would more quickly provide room when it is needed to protect the grain.

We have sold to Great Britain 200,000,000 bus. and if she could take immediate delivery our problem of storage in the main would disappear. But Britain cannot take delivery for the very good reason that, at the moment, she has eight months' supply on hand and her bins are all full. U boats and bombing 'planes notwithstanding, when she can accommodate more wheat she will send her convoys over to get it and you can depend upon its being safely landed at British ports.

Naturally, the war is interfering with old established order and German bombing attacks on Britain directed as they are primarily against food supplies likely will make it necessary to process a greater percentage of wheat on this continent. These sky raiders usually engage in indiscriminate bombing but occasionally they do single out definite targets. You and I know what a prominent feature on the landscape is provided by a large flour mill. Some of these have been damaged but even if they all were to be put out of business the Briton still would get his flour. The mills of Canada assisted by the great milling concerns of the United States concentrated at Buffalo, Minneapolis and other places easily can take over, and the British Navy will guarantee delivery. The British Cereal Import Committee has just reported a purchase of 800,000 bbls. of flour.

With such a huge volume of wheat backed up in the country from seaboard right through all the terminal and country elevators to the farms themselves, it follows naturally that one of the major problems confronting our Federal Government is that of financing the individual

farmer. He needs money to pay his harvesting costs and to meet payments on machinery, supplies and taxes.

OUR WHEAT BOARD prices were pegged by the Government in years when prices sank so low that calamity faced the farmer unless he could get a better return than that offered by world markets. Realizing that the stability of the economic system depended on the solvency of the farming community, prices were established that gave a fair return to the producer.

In those years in which market prices rose above the Peg the Wheat Board did not function but when prices fell below the Peg the Board took delivery of all wheat tendered to it at country or other delivery points. At one time it looked as though the Treasury of the Dominion was in for a severe trimming as a result of the operation of the plan, but the sudden improvement in prices some two years ago enabled the Board to dispose of its large accumulation built up in the low price years, at figures which, if it did not show a profit at least enabled it to break about even. When the war broke out the Board took over all grain except that traded through regular channels for use by the millers. This year the price is pegged at 70c in store Fort William, which means that the farmer gets 70c for One Northern wheat less freight from his station to the Lakehead. Spreads on lower grades are also set. When the new crop began to move each farmer was allowed a quota of five bushels per seeded acre representing the amount of grain he could deliver to his local elevator and get his money for the grain he delivered. If a farmer was in the habit of delivering to two or more points he had to designate the point at which he wished to make his quota deliveries. Severe penalties were provided for anyone exceeding his quota. The quota has lately been raised to eight bushels per seeded acre and at a few points to twelve bushels. The increase has been made possible mainly through facilities provided by the line elevator companies.

These companies have, at many points, built annexes varying in size from 30,000 to 150,000 bus.

THE WHEAT BOARD allows storage charges of 1-45c per bushel per day. There is now being developed a scheme under which the farmer will get the same storage allowance on grain stored on the farm. So far it has not been possible to devise a satisfactory means of making advances on farm stored grain but when such grain is ultimately made available at delivery points, the storage allowance will be added to the price paid.

The Wheat Board announced recently that it would take deliveries of the carry-over of the 1939 crop which previously had been excluded from the arrangements made in regard to the 1940 crop. With this back log removed the trend in prices has been stronger and risen above the pegged price, indicating that mills and elevators are again hedging in the open market. Nevertheless, the Wheat Board controls and will continue to control the great bulk of the wheat in Canada.

There is no restriction in the movement of coarse grains. The short crop of field grains in Eastern Canada this year provides a domestic market that is readily absorbing all offerings.

THIS CONGESTION has put the elevator superintendent in the groove as it were. For the duration he can move only within prescribed

limits inside a circle whose radius is the extent of the outward shipments allotted to him and whose circumference is bounded on all segments by the vast amount of possible business he could do if he could only get at it. For the present, he no longer ventures forth at dawn to unload the roving boxcar in such numbers as he hopes will constitute a record nor does he stand on the dock at mid-day haloed in a dusty atmosphere listening to the steady stream of golden grain flowing down the loading spouts into capacious steamship holds, nor does he wearily wend his way home late at night to snatch a few hours frenzied rest ere he again mounts the treadmill of the day. He can now lay himself down to quiet slumbers and gentle sleep forgetting the night long nightmares of choked legs, broken shunts, missed grades and wasted minutes that formerly surged and lunged about his pillow. For the present the pressure is off and he has practically nothing to do, that is nothing to do except decide what is best to be done, tell somebody to do it, listen to reasons why it should not be done, or should be done by somebody else or why it should be done in a different way; follow up to see if the thing has been done; follow up a second time to discover that it has been done, but done incorrectly, consider how much simpler and better it would have been if he had done it himself in the first place, keep expenses down and at the same time be ready instantly to keep abreast of any movement that may eventuate; to take his full share of the work and responsibilities placed on all citizens of our country by reason of the exigencies of war; to take his place beside the statesman, the business man, the artisan, the professional man, the worker in field, forest, mine and factory and to help dovetail them all into an efficient effective unit of defense against aggression.

DEMOCRACIES, because they exist by reason of the association of the free and independent individuals that compose them, cannot in time of peace, prepare for war. They assume that like themselves all men should desire peace and liberty and that all men should be free. They are at a disadvantage when massed forces of aggrandizement and destruction, led by unscrupulous leaders who desire power for the sake of power alone, are loosed upon them. They have to reconstruct their whole economy to meet the threat, and if they can withstand the first shock of battle as we have done they will win the last battle, for they fight and contend not for honor or power or glory, but for that freedom which no man would save his life to lose.

The Wages and Hours Meeting

Nothing is causing more consternation in the grain trade at the present time than the controversial subject of wages and hours, made more difficult by the varied interpretations of the law by various members of the official enforcers. Grain men, who after studying the law from every angle, consulting legal talent, and deciding they were or were not exempt, have to their chagrin learned from one official source they were wrong, and possibly from another they were right. The many ramifications of the law, even though thoroughly explained by one who has to do with its enforcement, leaves the listener completely bewildered.

PRES. SEXAUER presided at a group meeting for the discussion of the wage and hour problem. Harold Stein, Wages and Hours Division, Washington, D. C., read excerpts from the law and pointed out the many sections which provide for the exemption of grain and feed dealers. He reminded those present that "the wage and hour law is part of our way of doing business from now on, although it may be changed in details." Limited as to time, it was not possible for many of those present to ask for information relative to their particular problems, but Mr. Stein agreed to consult with them following the meeting.

Chief Grain Inspectors Discuss Soybeans and Fees

Members of the Chief Grain Inspectors National Ass'n met at the Brown Hotel, Louisville, Ky., Oct. 15.

PRESIDENT J. A. FRAZIER, Philadelphia, presided. His president's address briefly mentioned that the ass'n had surveyed inspection fees charged at different markets, and had tabulated and distributed these to members. Members, he said, have been kept well informed on developments from the wage-hour act, and its influence on grain samplers and inspection departments.

Report that Chief Inspector Orval Benedict of the Baltimore Chamber of Commerce, on his way to the convention, had met with an auto accident in which he and his wife were so severely injured that hospitalization was necessary, led to prompt adoption of a resolution of sympathy, and the sending of flowers.

President Frazier expressed pleasure that department of agriculture officials were taking part in discussions at meetings of inspectors, in opening the round table discussion of inspection problems in which E. J. Murphy, in charge of the grain and seed division of the U. S. Department of Agriculture, and R. T. Miles, head of the Chicago field headquarters, took part.

MR. MURPHY explained the reorganization of the U. S. Department of Agriculture which led to the grain and soybean inspection supervisory work being placed in the grain and seed division of the agricultural marketing service of the department, along with seed verification and dockage service.

Seed inspection and analysis has been kept separate from grain and soybean inspection service in practice, he said, because the former is a policing activity under the Federal Seed Act, while the latter is a service that is a daily part of the grain business.

Soybean Inspections

SOYBEANS are officially classed as a grain under an amendment to the Grain Standards Act that becomes effective Nov. 20. After that date supervision of soybean inspections will be included in the duties of grain supervisors, and the allowance of 50c per inspection now made to the grain and seed division will be discontinued.

No difficulties over federal licenses to inspect soybeans should arise, believed Mr. Murphy. All present federally licensed inspectors who

have authority to inspect all grains will automatically become soybean inspectors. All state grain inspection department inspectors will be automatically authorized to inspect soybeans. In markets where inspection licenses of individual inspectors are restricted to a few grains, filling of requirements for inspecting soybeans will lead to prompt issuance of necessary authority.

More work is involved in inspections of soybeans than in the standard inspection of grains. The consensus of opinion among the chief inspectors was that fees for inspecting soybeans should be higher.

Columbia Oats

R. T. MILES, Chicago, called attention to the merchandising situation in oats that arises from the widespread sowing and marketing of Columbia oats thru the middle west. Columbia has developed from a selection from red oats. This variety has been found entirely satisfactory for milling purposes, but has been discounted in some areas as much as 1/2c per bu. because of its red oat origin, which has made it undeliverable under present rules on futures contracts.

A special classification is needed for Columbia oats, thought Mr. Miles, to set them apart from other varieties of red oats which have been found unsatisfactory for processing purposes and not acceptable to the trade on futures contracts.

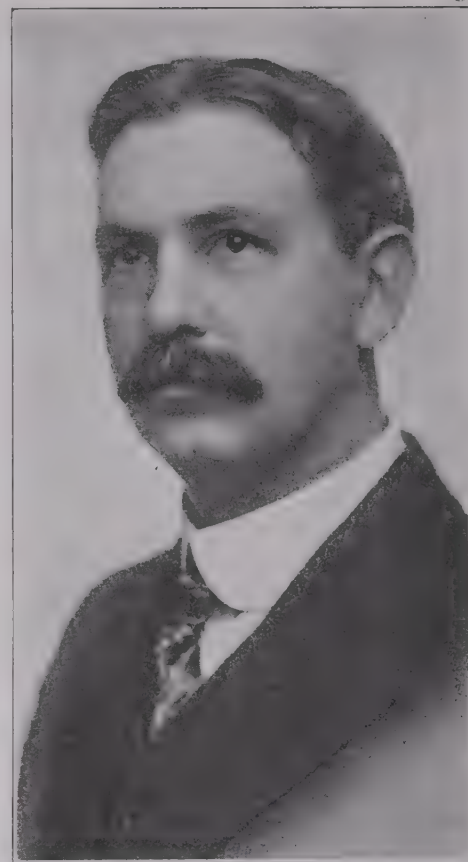
Mr. Murphy said the grain and seed division is considering some special classification to cover this problem.

Distilleries Want Plump Rye

ATTENTION was directed to a demand from distilleries for a distiller's grade of rye, on a claim that present rye standards do not fit the operating methods of distilleries, because they make too many undesirable characteristics deliverable. Distilleries want the percentage of thin rye held down to 5%, and many write contracts specifying closer limits than demanded by the standards.

MR. MURPHY said the original rye standards, as other grain standards, were drawn up to fit normal country run grains. Changes in the demand for special purposes, and merchandising needs set up by these changes, have come about since the standards were established.

M. E. JERDEE, of Minneapolis, believed



A. A. Breed, Milwaukee, Wis., elected president by Chief Inspectors.

that Minnesota farmers would object to changes in the rye standards. Mr. Murphy said 97% of this year's rye crop, as shown by inspection reports, would meet the plumpness requirements of distilleries.

Inspection Fees

FEES for inspection service were discussed. Sharply criticized was the practice of charging more for "in" inspection than for "out" inspection, tho it was admitted that more work and service is attached to the former. This difference did not justify such differences in charges as \$2 for an "in" inspection and .65c for an "out" inspection, as one chief inspector reported.

Trucks are generally received at most markets. Inspection charges on trucks averaged [Concluded on page 366.]



Chief Grain Inspectors and Chief Grain Weighmasters held a joint luncheon with their ladies at their Louisville Convention.

Merchandising, Dust, Scale Specifications Before Weighmasters

The Terminal Grain Weighmasters National Ass'n held its 23rd annual meeting in the Brown Hotel, at Louisville, Oct. 13.

PRESIDENT JOSEPH A. SCHMITZ, Chicago, presided. In his opening remarks, he said:

President Schmitz' Remarks

This Ass'n has considered many matters of importance and many decisions of great benefit to the entire grain trade have been carried out. The fact that we have new problems before us now, does not detract from the value of the solutions of the problems that we have effected. It does, however, prove again that time-worn slogan: "Eternal Vigilance Is the Price of Peace."

Good weights follow only when those responsible for such weights strive earnestly to remove all hazards incident to the handling and weighing of grain. Efficient weighing departments jealously guard the accuracy of their weights so that the market they represent will receive the benefit that accrues to those who furnish dependable weights. Good weights not only require good scales, properly maintained and frequently tested, they also require suitable regulations enforced by dependable personnel.

Grain Merchandising Slow

Handling of grain by government agencies has reduced the volume passing thru merchandising channels and held so much in storage that weighing and inspection departments have been hard put to keep their staffs busy.

HARRY R. CLARK, Omaha, pointed out that 95% of the grain in Omaha elevators belongs either directly or indirectly to government agencies, since grain in store in the names of farmers may become subject to government loan at any time. Movement in and out of the elevators has dropped to a low ebb. "We can no longer afford to maintain two men at even the larger elevators," said Mr. Clark, "and are forced to use our samplers to do the downstairs work when grain is moving in or out. It may be that we shall have to put in a mobile unit of weighmen, who can flit from house to house as need for them arises."

ERLAND CARLSSON, Kansas City, said: "We, too, have found it necessary to use samplers to do the downstairs work for weighmen. We need young men in our sampling department whom we can break in to become weighmen."

R. R. DEARMOND, St. Louis, explained that the Missouri state department has charge in his market of the larger elevators. The Merchants Exchange weighing department has several of the smaller elevators on a monthly fee basis so as to balance our income. Seldom do we find need for two weighmen at an elevator except thru the July wheat movement.

PRESIDENT SCHMITZ explained that Chicago's weighing department applies a service charge of \$10 per day to elevators using weighing service irregularly. This is a minimum charge. Credit against it is given in the weighing fees. Purpose of the minimum charge is to free men quickly from the job, and discourage holding them idle, waiting for cars to arrive or to be unloaded.

Thru use of a sealing system on scale hopper valves at smaller Chicago houses, one weighman is able to do the work of two. The drain valve in the scale hopper is sealed in the shut position while the weighman makes a trip downstairs to see that the car is completely unloaded. When the weighman is sure all of the contents of the car are in the scale hopper, he records the weight, breaks the seal, and drains the scale hopper.

E. L. BETTON, Kansas City, said one of the largest houses in his market is filled with grain, yet works but four days a week, and some times only one day a week. "We do not want to reduce our weighing staff more. We

need the skeleton staff we maintain for their needed experience during the rush periods."

PRESIDENT SCHMITZ said: "Track scales are one answer to the problem. Weighing on a track scale is a one man job. But we could hardly ask industries to install track scales only. Hours for our weighmen are settled simply. We follow the hours set by the elevator men's union. Chicago is primarily a corn market and suffers less than some other markets from the sudden rushes of grain following a wheat harvest."

MR. CLARK said the Omaha department pays time and one-half for overtime. During the rush period weighmen frequently receive more in their checks for overtime than they do for regular hours. Elevators holding weighmen overtime are billed extra.

Weighing Fees

MR. DEARMOND, of St. Louis, felt many of the financial worries of weighing departments is due to lack of uniform fees for this service applying to all markets. Altho weighing fees consume only a small fraction of a cent per bu., inter-market competition is forever seeking some competitive advantage by keeping these fees low. In some states the weighing is done by state inspection and weighing departments. In others the markets have their own weighing departments.

A REVIEW of fees showed a range from 50c for an out-weight at Peoria to \$1.25 for an in- or out-weight at Minneapolis. Most weighing departments charged \$1 per 1,000 bus. for weighing up the contents of a house. Standard charge for weighing straight trucks was 25s, for handling semi-trailers, 50c.

THE ASS'N went on record with the belief that satisfactory and dependable supervision of weights depends upon a weighman receiving all of his salary from the weighing department. If the elevator pays the weighman's salary, weights become open to suspicion. In Chicago all weight records are kept in a locked cabinet, and use of two weighmen on a job has reduced errors to a minimum.

HARRY MAYER, Chicago, brought up the subject of specifications governing installation of new scales. He felt that the old specifications of the American Railway Engineers Ass'n should be amended, instead of re-written, to make them include new developments in scale engineering.

These specifications are being re-written, he said, and automatic scales are being left out of them. This can hardly be considered fair to the country shipper of grain, for automatic scales, when properly cared for, give good weights.

PRESIDENT SCHMITZ pointed out that dependable, correct weights are the primary concern of weighing departments. This brought up the question of what tolerance should be allowed on a full capacity beam. Scale engineers claim that the notches for the poise can be cut no closer than 40 lbs. We have had the least trouble with the new, modern, 2,500 bu. hopper scales, and with the old 500 bu. hopper scales. The scales with capacity for 1,200 and 1,400 bus have been more difficult to keep in tolerance.

Sunday Afternoon Session

The subject of hopper scale specifications was carried over to an afternoon session, when President Schmitz again presided.

Mr. Mayer: The ass'n should appoint a com'te to study the scale specifications being drawn up by the A.R.E.A. and recommend such action as is within the scope of the weighmasters ass'n, at its next meeting. His mo-

tion was adopted with the proviso that President Schmitz head the com'te.

The 40-Hour Week

PRESIDENT SCHMITZ called attention to Oct. 24 as the effective date for the 40 hour week. Chicago elevators, he said, now work 5½ days a week. The reduction in hours might logically lead to a 5-day week, and 75% or 80% of Chicago's grain industries follow a 5-day schedule, but he anticipated that the weighing department would continue a 5½ day schedule. His reason was that Chicago is a corn market, and 24 hours difference in handling a car of high moisture corn can be the difference between saving or losing the car.

President Schmitz noted a tendency among the terminal elevators to revert to an hourly wage basis, instead of a monthly basis, due to the reduction in the volume of grain moving in merchandising circles.

Grain Dust Hazards

J. A. SCHMITZ: The lives of so many deputy weighmen have been sacrificed to the dust explosion hazard all of us have a deep interest in doing all in our power to reduce the number of explosions and prevent the unnecessary loss of lives and destruction of property. Forty years ago an old style cyclone attached to the receiving leg was supposed to give perfect control of all the explosive dust and prevent explosions, but many disastrous dust explosions since then have led to remarkable improvements. Some fans have exercised such a strong pull as to draw out considerable grain as well as much of the dust, so weighmen have been unable to determine the correct weight of the grain unloaded. While we may be able to accept some changes in the interest of safety, we must weigh all the grain in each shipment.

"While weighing departments have always held that the dust unloaded with grain from a car is a part of the contents of the car and should be weighed with the grain, we have sought experimentally to work with dust control com'tes.

"A test with a dust collecting sweep over the receiving belt when unloading 1,199,720 lbs. of dust screenings (refuse) from the Steamer 'Winnipeg' removed 6,300 lbs. of dust. In unloading 2,388,420 lbs. of the same commodity from Steamer 'Grey Beaver' the sweep removed 7,500 lbs. of dust. Cargoes of both these vessels were co-mingled and suffered a house shrinkage of 12,490 lbs.

"In unloading 4,473,720 lbs. of the same commodity from the Steamer 'Prindoc,' 8,800 lbs. of dust was removed. This cargo has not been shipped out to date and we do not know the house shrink. The material was extremely dirty and light dust escaped around the collecting sweep and hung in the air in the basement of the elevator. In all three instances the collecting effort was related to fine dust, which is commonly blamed for dust explosions.

"The dust hazard varies widely. A leading soybean processor has found the recovery of dust thru sweeps at unloading amounted to only .00036% of the weight.

"If all grain were weighed on track scales the problem would not be ours. We would weigh the car loaded and weigh the car empty and responsibility for dust would rest entirely on the receiving elevator or industry. However, since hopper scales are in common use, it may be that weighmasters will be called upon to make some concessions regarding the collecting of dust at point of unloading."

E. L. Betton said that Kansas law does not permit collecting of dust at point of unloading before the weight is made. Mr. Schmitz remarked that laws have been changed and that state health departments sit in on dust control meetings. "We could," he said, "make recommendations, subject to state laws. But while dust is a serious hazard, many of the older elevators that are made busy only thru storage of C.C.C. corn, could not afford in-

stallation of expensive dust control systems and would be forced out of business by such laws."

SECY H. R. CLARK reported that deputy weighmen had shippers weights on 90% of the cars from country stations unloaded at Omaha elevators, so that in case of an unusual discrepancy, a careful investigation of car, receiving pit and garner could be made before another car was unloaded.

E. BETTON of the Kansas Inspection Dept. said that shippers weights of about 80% of the box cars loaded at Kansas country stations and unloaded at Kansas terminals were in the possession of Kansas terminal weighmen when they weighed the contents of the box cars at terminals.

PRES. J. A. SCHMITZ, Chicago: Yes! and weight cards of Kansas shippers are still attached to the door posts of some cars when they arrive in Chicago long after the grain to which the weight record refers was unloaded [laughter] and the discrepancies of ten to twenty thousand pounds throws some of our deputies into a cold sweat.

From Jan. 1 1940, to Oct. 1, 1940, tapping the corrugated steel ends of box cars unloaded at Chicago elevators disclosed the presence of grain in the pockets behind the steel ends in 120 box cars, yet we were able to recover the grain from only nine cars without wrecking them, so we now stamp on the face of every Official Certificate of Weight of the contents of a box car having corrugated steel ends from behind which we are unable to remove the lodged grain, "Some grain left in lining. Unable to remove without mutilating car."

Much to our surprise, when loss was taken up with shippers, some admitted ignorance of weight loaded. Shippers who load steel end cars must expect to contribute enough grain to fill the pockets.

Discussion centered around the kinds of dusts that are considered highly explosive. While corn dust was involved in the last three serious explosions at Omaha, Chicago, and New Orleans, it was noted that past explosions in malt, and wheat elevators have been just as disastrous.

SECY H. R. CLARK moved, and the dele-

gates voted appointment of a com'te to make dust control recommendations that will meet the requirements of weighmasters, and report back to the ass'n members by letter. Purpose of the study and report is collaboration with the National Fire Protection Ass'n before the winter meeting of its Dust Explosion Hazards Com'te.

HARRY MAYER in charge of scales and scale testing equipment of the C&N-WRR moved that the ass'n request the Buro of Standards to break down its annual report on the condition of track scales so as to show the number of track scales in supervised markets separately and the per cent of scales found outside the tolerance provided for grain scales. Motion carried.

R. R. DEARMOND, St. Louis, suggested the consolidation of the Terminal Grain Weighmasters National Ass'n with the Chief Grain Inspectors Nat'l Ass'n, but the action was disapproved by those present.

The nominating committee favored the continuance of last year's officers for another year, so J. A. Schmitz, Chicago, will serve as President; J. A. Frazier, Philadelphia, Vice President, and H. R. Clark, Omaha, Sec'y-Treas.

Adjourned *sine die*.

WEIGHMASTERS present at the meeting included David Lundeen, Minneapolis; W. P. White, Toledo; Erland Carlsson, and E. L. Betton, Kansas City, Mo.; Joseph Schmitz, and Harry Mayer, Chicago; H. A. Juneau, Superior, Wis.; R. R. DeArmond, St. Louis; Miles Houseal, Memphis; Clay Johnson, Peoria; Sam Holder, Indianapolis; John Frazier, Philadelphia, and Paul Larson, Sioux City, Ia.

EXPERIENCED MOVIE enthusiasts from the ranks of the grain dealers filmed the horse show in color. This event and its beautiful horses will live long in their memories.

BUSY MAN at the convention was Roger Annan, sec'y of the Grain & Feed Dealers National Ass'n, trying to keep the registration desk working smoothly and efficiently and trying to keep everybody happy at the same time. Quite a job when everybody wants something different at the same time.

Chief Grain Inspectors Discuss Soybeans and Fees

[Continued from page 364.]

approximately 25c on straight loads, 45c or 50c on semi-trailer loads.

E. L. BETTON of Kansas' grain inspection department, pointed out that inspection and weight certificates on truck loads are valid only at the time the service is performed. Trucks have open boxes, no means is available for sealing the load, and the certificate is no guarantee of either weight or grade, once the truck pulls out of sight of the inspectors. In dealing with trucks, said Mr. Betton, his department stamps certificates with a statement that the certificates are valid only at the time they are issued.

Sharp and violent variations in dull and rush periods in grain shipping has made it difficult for inspection departments to maintain sufficient staffs of technically trained inspectors. This problem was discussed, but discussion led to no conclusion.

Election

ELECTION of officers brought a change when President Frazier pleaded for "no third term." New officers are A. A. Breed, Milwaukee, president; M. B. Houseal, Memphis, vice president; H. R. Clark, Omaha, sec'y-treasurer (re-elected). Directors continued in office are F. B. Tompkins, Peoria, and S. A. Holder, Indianapolis. Added to the directorate was Breckenridge Moore, Louisville.

Attendance

CHIEF GRAIN INSPECTORS present at the meeting were F. B. Tompkins, Peoria; S. A. Holder, Indianapolis, Ind.; C. G. Jones, Winchester, Ind.; Paul Larson, Sioux City, Ia.; Erland Carlsson, and E. L. Betton, Kansas City, Mo.; Breckenridge Moore, and L. J. Gerwing, Louisville, Ky.; John Dwyer and M. E. Jerdee, Minneapolis, Minn.; R. R. DeArmond, St. Louis, Mo.; T. J. Brown, Grand Forks, N. D.; H. J. Brundage, Toledo, O.; J. H. Frazier, Philadelphia, Pa.; M. B. Houseal, Memphis, Tenn.; A. A. Breed, Milwaukee, Wis.; J. L. Levens, Superior, Wis.; Robert McCarty, Battle Creek, Mich.; H. R. Clark, Omaha, Neb.



Officers Terminal Grain Weighmasters Ass'n. Left, John A. Frazier, Philadelphia, Pa., vice-president; middle, J. A. Schmitz, Chicago, president; right, H. R. Clark, Omaha, Neb., sec'y-treasurer.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

CALIFORNIA

Upper Lake, Cal.—Z. W. Rollins has sold his feed mill to George Doss of Bachelor.

Fresno, Cal.—The J. B. Hill Co.'s elevator was destroyed by fire in September. It is being rebuilt.

Gridley, Cal.—Walter K. Jansen will rebuild his feed plant which was destroyed by fire Sept. 19.

San Francisco, Cal.—Henry William Mundt, foreman at the Albers Bros. Milling Co. plant, died of a heart attack Sept. 29.

National City, Cal.—Roy L. Wood, who for seven years was manager of the Imperial Valley Hay Growers Ass'n, has opened a feed, hay and grain business here.

Clovis, Cal.—Rufus Price has repaired and rearranged the equipment of the Clovis Feed Mill, putting it in tip-top shape for the season's feed grinding and seed cleaning operations.

Los Angeles, Cal.—The Globe Grain & Milling Co. early this month declared a liquidating dividend of \$3.50 a share, payable Oct. 10 to stock of record Oct. 5. This is the second liquidating dividend declared since the sale of the company's assets to Pillsbury Flour Mills Co.

CANADA

Ruthven, Ont.—The Cottam Farmers, Ltd., are installing a 300-bu. Randolph Drier.

Winnipeg, Man.—The Winnipeg Grain Exchange was closed Oct. 14, the Dominion Thanksgiving Day.

Alcrest, Man.—The Searle Grain Co., Ltd., has under construction storage space for almost 700,000 bus. of grain. The structure will be filled by means of a traveling elevating leg, which will load the grain thru doors in the roof of the building.

Regina, Sask.—In Saskatchewan the pool elevator program for 1940 means the erection of 700 temporary annexes, giving total storage space of 17,500,000 bus. Total capacity of nearly 1,100 pool elevators in Saskatchewan is 37,000,000 bus., making pool storage accommodations in all 64,500,000 bus.

Fort William, Ont.—Federal Grain Co. Ltd., which operates 408 elevators and terminals at the head of the Great Lakes, with a total capacity of 5,250,000 bus., in its financial statement for the year closing July 31, 1940, recently issued, shows a net profit of \$94,141 compared with a loss of \$25,076 for the preceding year. Operating profit amounted to \$169,281.

Winnipeg, Man.—In many places in the three prairie provinces where consolidated schools have taken the place of the numerous little country school houses, the latter are now being used for grain storage. Implement sheds are making temporary storage shelters and even fuel sheds are being used in some localities in the scramble for storage bins to handle this year's huge crop in western Canada.

Winnipeg, Man.—The spread between street and track prices on wheat delivered to the Canadian wheat board has been cut by one-half cent per bushel according to an announcement made Oct. 15 by officials of wheat pool organizations in the three prairie provinces. This will automatically increase the price received by growers marketing wheat in smaller quantities than 750 bus. by one-half cent per bushel. Reasons for the change were reports from federal government sources that another general delivery quota for western wheat growers was hoped for by December and the suggestion that this additional quota would not be more than two bushels per seeded acre. It was felt this would make it difficult for growers to deliver the 750-bu. minimum required to secure track settlement for wheat. The street prices is defined as the net price paid to farmers by the wagon load for grain delivered to country elevators. The track

price is the price paid for grain loaded and billed but not as yet inspected, and is always quoted on the basis of grain in store at Port Arthur and Fort William. It is sometimes as much as two cents greater than the street price. Adjustments of one-half cent per bushel will be made to all growers who have already delivered wheat to the 1940 wheat board at street prices, thru their elevators. The adjustment was an emergency measure and was for this year only.

COLORADO

Julesburg, Colo.—The B. G. Achenback Grain Co. has leased the Counce Roller Mills for grain storage.

Las Animas, Colo.—The elevator building of the Las Animas Milling & Elvtr. Co. was totally destroyed by fire on Sept. 26.

Fort Morgan, Colo.—The elevator of the Jacks Bean Co. was totally destroyed by fire of unknown origin on Oct. 12.

Dove Creek, Colo.—The Romer Merc. & Grain Co., operators of the local bean elevator, contemplates erection of a grain handling elevator here in 1941.

Holly, Colo.—The Romer Merc. & Grain Co. contemplates enlarging and improving its local elevator. The firm operates grain elevators here, at Bristol, Colo.; Coolidge, Kan.; and a bean elevator at Dove Creek, Colo.

ILLINOIS

Robinson, Ill.—Ned L. Hippensteel has purchased the Feed & Cream business from O. F. Rich.

Parnell, Ill.—The R. M. Kelley Grain Co. is adding new grain bins at its elevator. J. E. Reeser & Son has the contract.

Saybrook, Ill.—The Clyde Brittan Grain Co. is adding new grain bins at its plant, J. E. Reeser & Son having the contract.

Fairfield, Ill.—The produce and poultry warehouse of G. W. Blackburn & Co. was destroyed by fire caused by exposure on Oct. 1.

Hoopeston, Ill.—The Hoopeston Grain & Coal Co.'s frame warehouse and garage were destroyed and the office building was damaged by fire Oct. 3.

Penfield, Ill.—The Penfield Grain & Coal Co., Lee Nelson, manager, recently let a contract to J. M. Buck for erection of 16 bins for storage of sealed corn.

Stillwell, Ill.—F. E. Jones of Bowen and Harold Lucie of Augusta have purchased the local elevator building and are repairing it.

Towanda, Ill.—Burditt C. Kraft, manager of the Towanda Farmers Grain Co. elevator, is in charge of filling the 32 new steel bins erected here for government corn storage.

Murdock, Ill.—The Murdock Grain Co. is serving its customers over a new 30-ton Soweigh Motor Truck Scale with wood deck, 34x10 ft. and equipped with New Style Grain Beam.

Allerton, Ill.—S. H. Porterfield has completed the installation of a new Soweigh Motor Truck Scale, 20 tons capacity, with platform 34x9 ft. and equipped with New Style Grain Beam.

Pana, Ill.—F. J. Holub, local manager of Spencer-Kellogg Grain Products Co. elevator for the last five years, resigned recently and has been succeeded by Thomas Polk, an employee of the company for eight years.

Jerseyville, Ill.—The Jersey County Grain Co. held its annual meeting here Oct. 21 to attend which a special invitation had been issued to the directors and managers of the elevators at Carrollton, Kane and Godfrey.

East St. Louis, Ill.—In the 5,000,000-bu. grain elevator being constructed here by H. G. Onstad for Cargill, Inc., will be installed a 1,000-bu. per hour Randolph Oil-Electric Grain Drier. Large storage space will be provided above the drier and beneath the cooler. The furnace will be located in the basement. This is the fourth Randolph installation made for this company.

CHICAGO NOTES

A. V. Imbs of the J. F. Imbs Milling Co., St. Louis, Mo., Christopher E. Donegan and Michael J. Brennan of Chicago have been elected to membership in the Board of Trade.

Membership certificates in the Chicago Board of Trade were sold recently at \$850, a decline of \$50 from previous transfers, but \$100 above the recent 40-year low. Posted offers of membership certificates were at \$900, and the highest bid, \$700.

Timothy J. Kiley was appointed chief grain inspector Oct. 18, taking office Oct. 22, successor to John M. Lowery. Mr. Kiley, who is a well known grain man having been in the trade all of his business life, has had previous experience in the office, having held the position for several years following appointment in 1933 by the late Governor Horner.

INDIANA

Milford, Ind.—John Baumgartner, 81, pioneer feed mill operator, died recently.

Gas City, Ind.—The Jonesboro Elevator has been remodeled and the latest type hammer mill installed.

Peterson, Ind.—The Burke Elvtr. Co. recently installed a new truck scale at its local elevator. —A. E. L.

Ligonier, Ind.—Duesler Bros. are building a feed mill here, to be operated by a gasoline engine. —A. F. L.

Rochester, Ind.—The Wilson Coal & Grain Co. recently installed a Kelly Duplex Corn Grader with aspirator.

Lebanon, Ind.—The Boone Grain & Seed Co., Inc., has installed a Kelly Duplex Vertical Feed Mixer, 1½-ton capacity, with motor drive.

Goodland, Ind.—Andrew Hotler has sold the Hotler Feed Co. business to Ed Siebenthal of West Lafayette who took possession Oct. 1.

Bainbridge, Ind.—Harley Miller has sold his local plant to Otto Lefforge of Coatesville. The business was operated as the Miller Grain Co.

Francesville, Ind.—The Gutwein Milling Co. has under construction a 74x42 ft. 2-story high building, with basement, of brick and tile, to be used for storage and as an engine room when completed.

BEWARE!

S. Lasher is soliciting subscriptions to the semi-monthly Grain & Feed Journals and giving receipts for subscription to a monthly publication. Mr. Lasher has never been in our employ, has no authority to represent us in any capacity and will not accept a check made payable to our order because he does not dare to endorse our name on the check. Forgery is a penitentiary offense. If he endorses your check made payable to our order or gives you a receipt for money paid for subscription to Grain & Feed Journals, please mail it to us so we can take steps to stop his swindling grain dealers who wish to subscribe to our semi-monthly.

Grain & Feed Journals

CONSOLIDATED

332 So. La Salle St., Chicago, Ill.

Boonville, Ind.—The Ohio Valley Soybean Co-operative Ass'n has been formed here, to build a processing plant to produce soybean oil and meal for live stock.

Yeoman, Ind.—Wm. C. Smock is remodeling his elevator with a new cupola where a corn cleaner will be located, and installation of new electric motors.—A. E. L.

Shipshewana, Ind.—A new seed cleaner has been installed at the Wolfe Grain Co. elevator. It is being used for custom work as well as for preparing the seed owned by the elevator.

Decatur, Ind.—The Northwestern Indiana Hay & Grain Dealers Ass'n held its monthly meeting here on Wednesday evening, Oct. 9. Avon Burk, president of the ass'n, was in charge.

Mooreville, Ind.—Walter Edwards, manager of the Mooreville Milling Co., and Mrs. Edwards, were injured in an automobile-truck accident in Indianapolis on the night of Sept. 24.

Decatur, Ind.—The Burk Elvtr. Co. has made a number of improvements to the Decatur elevator including installation of a new grain cleaner, hammer mill and two feed mixers.—A. E. L.

Woodburn, Ind.—E. W. Stoller has been appointed manager of the Woodburn Equity Exchange. Mr. Stoller has been associated with the Edgerton Grain & Coal Co. for several years.—A. E. L.

Boonville, Ind.—W. F. Scheer of Scheer's Electric Hatchery has taken over the old Heilman feed mill here, operated for the last year by Ben Heilman, and will continue to feature Wayne feeds.—W. B. C.

Kentland, Ind.—Charles Martin, owner of the Kentland Feed Co., has bought the old cheese factory building of Harold Foulkes and after making extensive improvements and repairs will move his feed business there.

Earl Park, Ind.—S. G. Beatty of Minneapolis, Minn., and Chester Harlan of Kentland, Ind., have purchased the former Cris Schultenhofer elevator and will operate under the name of Beatty & Harlan with Mr. Beatty in charge.

Van Buren, Ind.—Frank Pyle, manager of the Farmers Co-operative Equity Exchange and president of the Farmers National Grain Dealers Ass'n, has been ordered to bed by his doctor for a period of several weeks because of a heart ailment.

Foresman (Brook p. o.), Ind.—The Standard Elvtr. Co.'s elevator which was destroyed by fire Sept. 28 as reported in the last issue of the Journals, contained 30,000 bus. of oats and 500 bus. of soybeans which were totally consumed. The fire started in the cob room. The elevator will be rebuilt.

Princeton, Ind.—William Weese, 76, retired grain dealer, died at his home here Oct. 8 following an illness of four months. For 25 years Mr. Weese was a member of the Weese-Welborn Co., operators of a grain elevator here. He retired from business about 10 years ago. Before coming to Princeton he operated a grain elevator at Epworth, Ill.

Milford, Ind.—G. W. Felkner, stricken with total blindness last January, was at Chicago recently for an operation and there is a genuine hope for a good recovery of sight. Mr. Felkner is sec'y-treasurer of the Milford Grain & Milling Co.—A. E. L.

Preble, Ind.—W. M. Meyer, who has been manager of The Preble Equity Exchange for almost twenty years and is in good health, retired at the age of 74. He has been succeeded by Otto Koeneman, who has been assistant for 15 years.—A. E. L.

Crawfordsville, Ind.—James P. Goodrich, who for several years owned and operated grain elevators at Winchester and other points in Indiana, and who served four years as governor of the state, has left a trust fund of more than \$100,000 to Wabash College.—W. B. C.

Winamac, Ind.—John R. Starr, 77, former elevator operator here, died Sept. 28 after a year's illness. In 1900 he and his brother George bought the Winamac elevator and he was active in its management until August, 1929, when it was leased to the Co-operative Elvtr. Co.

Indianapolis, Ind.—The forger who used the name of Walter Whitcotton of New Ross, in fraudulent dealings in various parts of the state, was apprehended in Illinois and was tried at Crawfordsville, and sentenced. He is now serving a term of 2 to 14 years in the penitentiary. The Indiana Grain Dealers Ass'n was instrumental in apprehending this party.

Indianapolis, Ind.—A few cars of new soybeans have arrived here which cars contained excessive amounts of weed seeds and the quality of the beans which came in from south of Indianapolis is not nearly as good as in previous years. Every grain dealer will have to bear down on the combiners of beans this year, and insist that they really clean these beans when threshing. The dealer must also carefully reclean these beans before shipping out in carloads.—Fred K. Sale, Sec'y Indiana Grain Dealers Ass'n.

Greencastle, Ind.—The Miller Grain Co., operated by Harley Miller who has operated plants here, in Bainbridge and Roachdale, announced that, having sold his Bainbridge business he will enlarge his local plant within the next few months. An addition 42 x 60 ft. will be built to the present plant, conforming in architecture and materials to the present building, and in addition to the present line of feeds, seed and farming equipment, a line of electrical appliances and hardware will be added. Some of the seed cleaning machinery that has been used at Bainbridge will be used in the enlarged store and also much of the feed manufacturing equipment.

IOWA

Hampton, Ia.—The Farmers Elvtr. Co. has enlarged its office.—J. C. K.

Lost Nation, Ia.—Bobblings Mill has been approved as a custom mixing station for Purina Mills.

Indianola, Ia.—We are just completing a new 40,000-bu. cribbed annex to our elevator.—E. H. Felton & Co.

Batavia, Ia.—Walter Lowenberg has purchased the interest of Earl Streat in the Batavia Elvtr. Co.

Dumont, Ia.—M. J. Evans has succeeded Lester Williams as second man at the Farmers Grain Co. elevator.

Pocahontas, Ia.—The Farmers Co-operative Co. plans to erect a modern grain elevator to replace the present one.

Knierim, Ia.—Charles Hansen, formerly of Ringstad, is the new manager of the Farmers Grain & Coal Co. elevator.

Harcourt, Ia.—The Farmers Elevator has constructed an office building and installed a new 30-ton scale.—J. C. K.

Baxter, Ia.—Paul Waddle of the Baxter Grain & Coal Co. is erecting six additional bins for the storage of government corn.

Blairsburg, Ia.—Seward L. Smith, farmer living 1½ miles south of here, is building a 20,000-bus. elevator for grain storage.

Lost Nation, Ia.—The west wall of the Farmers' Co-operative elevator, a 100-foot steel and cement structure, recently collapsed.

Elk Horn, Ia.—Oscar Boose has opened the Farmers Service & Feed Co. business in the building purchased from Jens Jorgensen.

Roelyn (Moorland p.o.), Ia.—The Farmers Elevator has installed a 40 ft. concrete deck Soweigh Scale, 30-ton capacity.—J. C. K.

Boone, Ia.—Capacity of the Baird Grain Co. elevator at Seventh and Milwaukee Sts. has been doubled with the building of an addition.

Hampton, Ia.—The Hampton Feed Milling Co., a new enterprise under management of William Quilling of Garner, has been opened for business.

Lewis, Ia.—The Atlantic Mill & Elvtr. Co. recently erected several bins, to be used for corn storage. Harold Toeper is manager of the elevator.

Mechanicsville, Ia.—Robert Domer, joint proprietor of the Man-a-Mar feed business, has purchased a residence here and will move his family from Red Oak Nov. 1.

Anita, Ia.—Wayne Jewett has sold his Jewett Produce Co. business to Robert Cryer and will assist his father-in-law, Cal F. Darrow, in the Farmers Co-operative elevator.

Warehousing and Financing Service

We are equipped to render a complete and comprehensive warehousing service to meet all your requirements and the needs of your trade for the safe and proper storage of grain at a reasonable cost. Our service includes license and bond for your elevator and periodic inspection, relieving you of all detail and responsibility.

Our warehouse receipts are acceptable to C.C.C. and the banks.

Write, phone or wire for explanation of our plan.

WAREHOUSING COMPANY, INC.

111 W. JACKSON BLVD.—HAR. 2390

CHICAGO, ILL.

For Sale or Lease

500,000 bus. CONCRETE ELEVATOR

Property Includes

125,000 Sq. Ft. Yard Space
8,000 Sq. Ft. Warehouse
Office Building—Truck Scales
Switch Track—Concrete Drives

On Penn. R. R. in Chicago

Will remodel or build additional facilities to suit.

Material Service Corporation

33 No. La Salle St. Chicago, Ill.

Marshalltown, Ia.—Chas. Roberts, assistant manager of Lamson Bros. & Co.'s branch office here, became a papa on Sept. 26 when Mrs. Roberts presented him with a son.—A. G. T.

Tennant, Ia.—The Cox Elevator Co. recently built two corn bins with a 10,000-bus. capacity each, construction of wood. Erection of several more bins of steel type is contemplated.

Ringstad, Ia.—Joe Helgevoid of Fenton is new bookkeeper at the Co-operative Grain Co. elevator, succeeding Charles Hansen who moved to Knierim where he is manager of an elevator.

Douds, Ia.—A. S. Sanford, 69, grain and feed dealer, died suddenly of a heart attack on Oct. 6 in Fairfield, Ia., where he had gone on a business trip in company with Mrs. Sanford.

Hawkeye, Ia.—The Farmers Co-operative has repaired the lower elevator for use in corn storage. Mgr. Robinson stated steel cribs will be added for an additional 30,000 bus. storage.

Marcus, Ia.—The elevator purchased by Melvin and Harold Dorr and moved here from a point about 30 miles north, has been placed on its foundation and will soon be ready for operation.

Modale, Ia.—The Modale Co-operative Ass'n let the contract for construction of the concrete addition to its elevator to the Tillotson Const. Co. Capacity of the new structure will be 42,000 bus.

Dougherty, Ia.—The Farmers Elvtr. Co. has moved into its new office. The main elevator building will be open for business soon. The new elevator was constructed to replace the one destroyed by fire last May.

Anita, Ia.—The Anita Co-operative Elvtr. Co. has erected six 3,000-bu. steel bins for re-storing government corn, making a total of 20 steel bins it has. The Kunz Grain Co. also added 3 more, giving it 7 steel bins for corn storage.

Sabula, Ia.—The west wall of the local grain elevator burst early Oct. 11 and 4,000 bus. of corn spilled out over the ground. The corn had been stored in a section of the elevator which before had been used as a drying room.

Blanchard, Ia.—Because of ill health S. C. Russell has resigned temporarily as manager of the Farmers Co-op. Elevator and Kelley Steele has been appointed to fill the vacancy. Mr. Steele has been associated with the business for a number of years.

Latoka, Ia.—Herman Weringa is laid up with an injured foot, result of his foot being caught in the chain and cogs on the elevator being used to fill the steel bins north of the J. P. Schissel & Son elevator. The cogs cut through his shoe and one bone was cracked.

Ladora, Ia.—The Ladora Grain & Lbr. Co. has had its concrete elevator repaired and waterproofed and is now storing 60,000 bus. of government corn. Considerable repair work was done bringing the plant to top condition. Mr. Rodgers is manager.—J. C. K.

Cedar Rapids, Ia.—Lawrence Faulkner, 48, an employe of the Quaker Oats Co. here for more than 20 years, was killed early Sept. 25 when struck by an Illinois Central freight train in the local yards. He was a deaf mute and was walking to work at the time.—A. G. T.

Fayette, Ia.—Wilbur Bell, operator of the Wilbur Bell mill and soybean processing plant, has completed erection of two large grain bins and has started construction of another. Each bin will have a capacity of 25,000 bus. A warehouse and truckers' shed also have been built.

Hamlin, Ia.—The Hamlin Grain Co., operated by S. M. Petersen, is taking in C.C.C. corn. The Hamlin Grain Co. succeeded the Walters Grain Co. which operated here for five years. Mr. Peterson was in charge of the 22,500-bu. elevator for ten years before Mr. Walters operated it.

Bradgate, Ia.—The round tile annex at the Farmers Elevator containing approximately 15,000 bus. of sealed storage corn, broke out spilling the corn. The annex is a total loss but most of the corn was salvaged and run into cars thru the Quaker Oats Elevator near by.—J. C. K.

Des Moines, Ia.—H. E. Cox & Co., of Iowa, members of the Chicago Board of Trade, have taken over the local offices of Faroll Bros. The Faroll firm, member of the country's leading exchanges, will be correspondent for the Cox company. M. A. Swanson will be manager of the local offices.

Winfield, Ia.—In the suit brought by John Willis against the Winfield Elvtr. & Supply Co. for collection of \$2,611 Willis claimed was due him for payment for grain in excess of 20,000 bus. claimed to have been stored in the bin bought by the grain company, the jury rendered a verdict in favor of the elevator firm. Evidence in the case indicated that Willis had sold the bin of corn for a lump sum of \$9,200.

Wolf (Ogden p. o.), Ia.—The new addition to the Quaker Oats elevator has been completed. The bins will hold 30,000 bus. of grain, the old elevator having a capacity of 10,000 bus. The old elevator was raised and placed on a new foundation, level with the new unit. A new 5-h.p. electric motor was installed to furnish operating power for the screw conveyor. The 24x42 ft., 44 ft.-high building was built by the T. E. Ibbsen Co.

Onawa, Ia.—Rolland G. Deardorff in a petition filed in district court Oct. 16 asks that a receiver be appointed for the Northwestern Milling Co. In his petition Deardorff alleges he has not been paid since May 6, that other employes have not been paid recently and that the company owes \$10,000 in unpaid bills and salaries. Richard F. Boyer, Des Moines lawyer, is listed in the petition as president and managing director of the company.

KANSAS

Dalton, Kan.—The Hunter Milling Co. elevator was totally destroyed by fire on Oct. 7.

Wichita, Kan.—The Chase Milling Co., Inc., has been organized, capitalized at \$10,000.

Delphos, Kan.—The Lord Grain Co. plant was damaged by high winds recently. The loss was small.

Meade, Kan.—Fire recently damaged the elevator of the Farmers Co-operative Elvtr. Co.—P. J. P.

Hesston, Kan.—The Hesston Milling Co. is building a 30x40 ft. warehouse on the south side of the main building, to be used for feed and grain storage.

Salina, Kan.—Jim Cannon recently resigned as bookkeeper in the elevator department of Shellabarger Mills, and has been succeeded by Harrison Long.

Topeka, Kan.—Foreign material in a feeder roll in the Ismert-Hincke Milling Co. plant caused a flash fire early Oct. 5 which was quickly controlled.

Stafford, Kan.—The Stafford Grain & Supply Co. is building a 16 x 38 ft. addition to its elevator, to be used as a feed mixing room. E. R. Tucker, manager, stated modern feed grinding and mixing machinery will be installed.

Clay Center, Kan.—The Goffe & Carkener grain office will be located at new quarters on Lincoln Ave. after Nov. 1, Lew Lyman, manager, has announced.

Minneapolis, Kan.—The Bullen Elevator has completed a 12,000-bu. annex to its grain elevator. The new addition was built on the other side of the driveway, connected to the main elevator by a bridge. Total capacity of the elevator now is about 30,000 bus.

Ada, Kan.—W. R. Bullen is making improvements at his local elevator. A wheat bin, 18x20 ft. and 20 ft. high, has been built, increasing materially the elevator's storage capacity. A new warehouse where feed will be handled is being constructed near the elevator office.

Chetopa, Kan.—The Henson Roller Mills, operated by J. S. Henson and J. A. Henson, started the manufacture of flour early this month after three years of preparation. The mill has been doing custom grinding while the new milling machinery has been gradually installed. In addition to the flour the mill will manufacture a cracked whole wheat cereal and a full line of mill feeds.

Herington, Kan.—George Haefner, manager of the Continental Grain Co. elevator, has built a lift in the elevator store room that is controlled by a quarter h.p. motor which latter is controlled by a double-pole two-way switch as Haefner explains it. The lift is capable of carrying 150 lbs. and has an automatic cut-off switch at the top of the shaft. To lower the lift, the motor is thrown into reverse gear.

KENTUCKY

Madisonville, Ky.—The feed mill of Thomson Mill which was destroyed by fire together with a quantity of grain stored there Oct. 4, has been rebuilt.

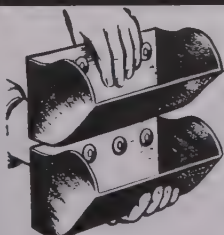
LOUISIANA

Alexandria, La.—Houston Mill & Elvtr. Co., Houston, Tex., has completed a 60 x 130-ft. building here, to be used as a branch establishment.

MARYLAND

Baltimore, Md.—Orval Benedict, Chief Grain Inspector of the Chamber of Commerce, was driving to the annual meeting of the Chief Grain Inspectors Nat'l Ass'n in Louisville, Ky., with his wife when near York, Pa., they had a collision which necessitated seven stitches in his scalp. Mrs. Benedict is bed-ridden with a broken collar bone, shoulder blades and a couple of ribs. A narrow escape, but both will soon be up and about.

*It doesn't take long for "NU-HY" buckets
to PROVE their SUPERIORITY*



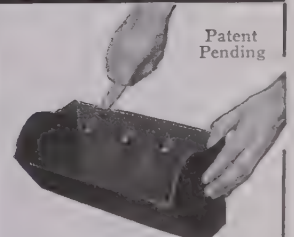
THE Nu-Hy
GRAIN BUCKET

Trade Mark Reg. U. S. Pat. Off.

Take advantage of this economical way of increasing your elevator capacity. No expenditure is required for new belts, drives, or casing alterations. The scientifically-designed NU-HY Grain Bucket

allows continuous spacing if required, more bucket load without side-spill, and is equally efficient in pick-up and discharge at low, intermediate, or high practical belt speeds.

Send now for Engineering Bulletin also Capacity Analysis Form 76, which will enable us to make engineering recommendations that we guarantee will result in definite capacity increases and lower maintenance costs.



Patent Pending

NU-HY Buckets are neatly designed in one-piece welded construction. All bands, overlaps, and other pick-up and discharge obstructions are eliminated.

Screw Conveyor Corporation
702 HOFFMAN ST. HAMMOND, IND.
SCREW CONVEYORS HAMMOND ELEVATOR BUCKETS
TRADE MARK REG. PRODUCTS U.S. PAT. OFFICE

MICHIGAN

Concord, Mich.—The Concord Milling Co. has installed a Kelly Duplex Ear Corn Crusher and Feeder.

Mellen, Mich.—Rabenowich Bros. have opened their new feed and grain store with Mike Pritzl, Park Falls, in charge.

Cheboygan, Mich.—The Daugherty Milling Co. recently installed a Kelly Duplex Corn Cutter and Grader with motor drive.

Battle Creek, Mich.—Members of the Kellogg Co. employees' union entertained twenty-five of its employees who were pensioned in August, October and will be in December, at a farewell banquet Oct. 12.

Oxford, Mich.—The Oxford Co-operative Elvtr. Co. has modernized its attrition mill feed grinding equipment by installing a crusher feeder and pneumatic system, the work engineered by Sprout, Waldron & Co. Ray E. Allen is manager of the elevator.

Elwell, Mich.—The People's Elvtr. Co. has moved into its new office building. A residence, recently purchased, was moved back about 150 ft. to make it more convenient to the mill proper, and converted into the offices for the manager, bookkeeper, private, and a display and customer room. The old office will be moved back, to be used as a storeroom, thus allowing a wide driveway entrance to the elevator. Ward Bronson is manager of the business.

MINNESOTA

Morris, Minn.—The Green Milling Co. is constructing a 50x76 ft. annex.

Wheaton, Minn.—P. C. Petersen, 64, manager of the Peavey Elevator here, died Sept. 30.

Delavan, Minn.—Cecil Solle recently installed a Kelly Duplex Vertical Feed Mixer, ton capacity.

Waldorf, Minn.—The Waldorf Elevator Co. is constructing three concrete storage tanks for grain.

Maple Lake, Minn.—The Atlantic Elvtr. Co. has completed construction of a large warehouse.

Norwood, Minn.—The Norwood Mill has been completely remodeled, and a new hammer mill has been installed.

Watkins, Minn.—The Werner grain elevator has been opened for business here with all new and modern equipment.

Barry, Minn.—The Barry Farmers Co-operative Elvtr. Ass'n held the formal opening of its new elevator on Oct. 11.

St. James, Minn.—The Grain Products Co. is building a fireproof warehouse on the south side of the Omaha spur track.

Redwood Falls, Minn.—Work is under way on construction of a \$3,000 addition to the local Peavey Elevators elevator.

Blue Earth, Minn.—The Blue Earth Rendering Co. has installed a Kelly Duplex Vertical Feed Mixer, ton capacity with motor drive.

Morris, Minn.—Formal opening of the new elevator of the Morris Co-op. Elvtr. Ass'n was held Oct. 12. George McNally is manager of the plant.

Thorpe (Cosmos p. o.), Minn.—The Victoria Elvtr. Co. has completed a new elevator here which supplements the one previously in use.

Ortonville, Minn.—Askov Anderson is building an addition to his feed mill. It will be a two-story, hollow tile and concrete construction.

Kiester, Minn.—The Kiester Co-operative Elvtr. Co. will build an addition to house a feed mill, equipment for which plant has been ordered.

Ghent, Minn.—An addition is being built to the Peavey Elevators local elevator, to be 48 x 26 x 20 ft., with storage capacity of 24,000 bus. of grain.

Winona, Minn.—The Archer-Daniels-Midland Co., Minneapolis, has leased the building of the former Union Fiber Co. and will enter the field of fiber production on a large scale.

Big Lake, Minn.—Mitchell Bro. recently installed a new hammer mill with crusher and feeder, magnetic separator, 50-h.p. motor and a corn cutter and grader in their plant.

Pine Island, Minn.—The Southern Minnesota Grainmen's Ass'n at its recent annual meeting elected T. C. Tschann, president, and E. B. Schulte, sec'y-treasurer for the coming year.

Princeton, Minn.—Hagen Hilltop Feed Store recently installed new equipment including a hammer mill, with crusher and feeder, magnetic separator, engine and a corn cutter and grader.

Duluth, Minn.—Members of the Duluth Board of Trade voted Oct. 21 to amend the rule fixing the contract grade of durum wheat and other grades deliverable at specified premiums or discounts.—F. G. C.

Royalton, Minn.—The Royalton Farmers Elvtr. Co. recently installed a new hammer mill with crusher and feeder unit, a corn cutter and grader, magnetic separator, vertical feed mixer and drag feeder and engine.

Duluth, Minn.—J. F. Barry has been appointed to the State Board of Grain Appeals succeeding Walter O. Torgeson, chairman of the local Board. Mr. Barry who has long been associated with Thomson & McKinnon has a host of friends who wish him success.—F. G. C.

Litchfield, Minn.—Cargill, Inc., has completed its 30x36 ft. annex to its elevator and a complete grinding and mixing plant had been equipped in the new addition. The structure, sheathed with sheet metal, contains a storage room for the plant's feeds and concentrates. Harry L. Peterson is manager of the elevator, assisted by Howard Boone.

MINNEAPOLIS LETTER

Six members of the Minneapolis Chamber of Commerce composed the men's team in the weekly True or False radio program, Monday, Oct. 21, and although Harry Shere went down on his first question, the team won the contest.

The Republic Elevator, operated by Van Dusen-Harrington Co., has let contract to the Barnett & Record Co. for the construction of a drier building which will house a 1,000 bu. per hour Randolph Oil-Electric Grain Drier. This building will have a large garner above the drier and a garner beneath the cooler. The furnace will be located on the ground floor under the cooler bin.

Edwin R. Moore, 91, for 33 years engaged in the grain business in Minneapolis until he retired in 1922, died at Seattle, Wash., Oct. 1. He came here in 1884 from Harrisburg, Pa., his native city, and was with the Northwest Elvtr. Co. until it was sold in 1922.

Olive Elizabeth Woodworth, trustee under the will of Edson Snow Woodworth, has petitioned for dissolution and appointment of a liquidating receiver for the Woodworth Elvtr. Co. She charges directors of the company with fraud, mismanagement and unfairness to minority stockholders.

Construction of a \$65,000 grain elevator for the Osborne-McMillan Elvtr. Co., adjoining the firm's Shoreham elevator at Twenty-ninth Ave. and First St., is under way. The structure will have a capacity of 600,000 bus. and will be ready for occupancy about Nov. 15. Barnett & Record Co. is the builder.

MISSOURI

Ashland, Mo.—John Heyen has moved his feed mill and store to the Fred Hinshaw property.

Kansas City, Mo.—Erich B. Reiner, manager of the grain division of the Houston Milling Co., Houston, Tex., was elected to membership in the Board of Trade.

Palmyra, Mo.—Employees of the Farmers Elevator & Exchange Co., with their wives, were entertained at a party given by Mrs. Lorene Fountain recently.—P. J. P.

Pleasant Hill, Mo.—Sparks from a blow torch caused a small blaze at the Moundridge Milling Co. plant early in October, which was extinguished by buckets of water.

Columbia, Mo.—Approximately 25,000 Missouri winter wheat growers have protected 1941 crops with federal crop insurance, Chairman C. W. Sheppard of the state A.A.A. com'lite announced.—P. J. P.

Carrollton, Mo.—The Ray Carroll Grain Growers, Inc., will replace its elevator that burned July 20, with a 60,000-bu. house of fire proof construction, to be equipped with modern, fast handling machinery.

Sikeston, Mo.—Work is well under way on the new elevator for the Scott County Milling Co. which will increase the storage capacity of the company to more than a million bushels. Completion of the elevator is scheduled for December.

Kirkville, Mo.—The Missouri Farmers Ass'n, operators of elevators in this state, will erect a \$55,000 office building here, to be used as headquarters for the three organizations of the ass'n. The contract calls for a two-floor structure with basement.

Kansas City, Mo.—Four days becalmed on the Lake of the Ozarks, adrift in a 31-ft. cabin cruiser, seeing nobody, tossed by storm one day, food gone, just waiting, was the harrowing experience of J. Kinney Moore, president of the Moore-Lowry Flour Mills Co., and Mrs. Moore, who Oct. 8 were rescued after an airplane searching party had discovered their plight.

ST. JOSEPH LETTER

Chester L. Weekes, for several years manager of Archer-Daniels-Midland Co. in St. Joseph is now connected with Hillyard Chemical Co., and is located at West Palm Beach, Fla.

Gerber's New Flexible Loading Spout Liner Makes Worn Sections Like New



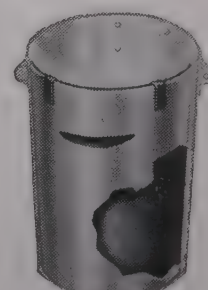
GERBER SPOUT
LINER
PATENT APPL. FOR

Slip a Gerber Spout Liner in the worn section and eliminate leaks. No bolts to insert. Can be installed in a minute without removing section. Made of Manganese high tensile steel, giving three times the wear of ordinary steel. Inexpensive.

Standard Sizes (8" top, 7" bottom and 9" top, 8" bottom). Special sizes to order.

Write for catalog HI-1940, which includes the entire line of Gerber Grain Elevator Equipment.

J. J. Gerber Sheet Metal Works
518 S. 3rd Street
Minneapolis, Minn.



Gerber Spout Liner
Inserted in a Worn
Flexible Spout Section

The new fall radio market schedule of the St. Joseph Grain Exchange broadcasts of grain markets for the winter will be from 9:30 to 9:45 a. m.; 11:00 to 11:05 a. m.; 12:00 noon to 12:05 p. m.; and the final period 1:10 to 1:20 p. m. The same schedule will be maintained on Saturday.

The Dannen Grain & Milling Co. has acquired the property formerly operated by Excello Mills. Grain storage capacity of approximately 200,000 bus. is being utilized for receiving loan grain. The company operates two other plants in St. Joseph, a feed mill and elevator at 8th and Atchison Sts., and the former Grain Belt Mills property, which has been converted into the Dannen soybean processing plant.

ST. LOUIS LETTER

The building occupied by I. Marian & Son Feed Co. as a warehouse was damaged by fire Sept. 20.

W. F. Drum of Cargill, Inc., Minneapolis, is an applicant for membership in the St. Louis Merchants Exchange.

National Oats Co. reported a net loss of \$28,305 in the nine months ended Sept. 30, after all charges, as against a net profit in the corresponding period of last year of \$61,829.

Ray E. Rowland, formerly general manager of the Circleville plant of the Ralston-Purina Co., has taken over his duties as assistant vice-president in the main offices of the company in St. Louis.

MONTANA

Missoula, Mont.—Ben H. Fisher, 46, a former Seattle, Wash., resident and son of the late Will P. Fisher, former vice-president of the Fisher Flouring Mills, died Oct. 6, at the Seattle Hospital. Mr. Fisher was stricken with a heart attack and died within two hours.—F. K. H.

Valier, Mont.—Cargill, Inc., is remodeling its dehydrating and feed plant and soon will start manufacturing stock feeds on a large scale. E. T. Pettersen, the company's Great Falls manager, stated the plan is to process sheep and cattle feeds in pellets or cube form, designed to give all the supplemental benefits needed. Montana raw products will be utilized as much as possible.

NEBRASKA

Valley, Neb.—Paul H. Shotwell, associated with the Valley Stock Yards and Grain Co., and Miss Atha J. Farnam were married Oct. 8.

Elkhorn, Neb.—The Hollister Elevator has been purchased by Willard Barry of Mead who will use the building to store grain.

Alliance, Neb.—Thieves broke into the Kellogg Grain Co. offices on two successive nights, recently, realizing for their efforts a total of \$3.40.

Anselmo, Neb.—Henry Kepler, 83, a former grain dealer here, died, recently, at the home of a daughter in St. Louis, Mo. He had been in failing health for the past three years.—P. J. P.

Belden, Neb.—B. H. Moseley is moving the large grain elevator situated west of the Burlington railroad station to the east side of the depot where it will be annexed to the B. H. Moseley Grain Co.'s elevator and used for grain storage. Both elevators will be remodeled. The former elevator has been idle for many years.

Homer, Neb.—Albert Sorensen has been chosen manager of the local Holmquist Lumber & Grain Co. elevator, to fill the vacancy made by the resignation of J. P. Graham. The company is placing a number of steel bins on the east hill here, and until this work is completed Mr. Graham remained to assist Mr. Sorensen. Mr. and Mrs. Graham will spend the winter in Florida following his retirement from the local position.

NEW MEXICO

Deming, N. M.—The Deming Oil Mill is building a feed mill, to be completed the last of this month. Molasses tanks with a capacity of 12,000 gals. have been installed. The building will be two stories and basement. The pellet machine will occupy the first floor, the grinding unit to be installed in another part of the building. The feed mill will have a capacity of from three to five tons of feed per hour. The greater

portion of it will go into pellets, to be sacked and sold for range feed. A part of the products will be used for feeding cattle in pens which will be erected on the site. Chief components of the feed will be hegari, alfalfa, barley, cottonseed meal and sugar cane molasses. Production of cotton seed oil started early this month at the oil mill.

NEW YORK

New York, N. Y.—Rick & Steier, Inc., has been organized, to deal in grain, hay, straw and fruit. Archibald H. Kurtland, agent; 200 shares n.p.v.

Niobe, N. Y.—A grist mill owned by Lewis Warner and operated by Donald Willis was badly damaged by fire Oct. 10. The blaze, which started in the office, was due to spontaneous combustion.

Buffalo, N. Y.—Frank C. Gruetker, for many years manager of Cereal By-Products Co., has organized the firm of Gruetker, Inc., with offices in the Chamber of Commerce Building, and will do a brokerage business in feed concentrates and by-products.

Batavia, N. Y.—The H. & M. Feed Co. installed a Kelly Duplex Vertical Feed Mixer, ton capacity with motor drive.

NORTH DAKOTA

Milnor, N. D.—The Farmers Grain & Trading Co. recently purchased a local elevator from the Red River Grain Co.

Rugby, N. D.—John B. Harkison, since 1913 manager of the St. Anthony & Dakota Elevator here, died at his home following a long illness.

West Fargo, N. D.—The Interstate Seed & Grain Co., who has just completed addition of two 10,000-bu. storage tanks to its elevator, is planning construction of a larger feed plant. The T. E. Ibberson Co. is repairing the plant.

Grandin, N. D.—The Farmers Grain Co. has completed a 22,000-bu. annex to its feed plant. It has also added to the feed warehouse and installed a feed mixer. This additional storage capacity gives this company a total storage capacity at that station of 150,000 bus. T. E. Ibberson Co. designed the plant and did the work.



A Difficult Problem? Not For IBBERSON

Ibberson has solved difficult building problems for many others and can do it for you. When the Farmers-Merchants Milling Co., Glencoe, Minn., decided to build, IBBERSON solved their problem due to limited building space by installing all machinery overhead, nothing was installed on the first floor.

No Cost for Consultation

Write us in full confidence, without obligation. Ask us to send our book of IBBERSON built Feed Mills, Grain Elevators and other buildings.

T. E. IBBERSON COMPANY

Engineers and Contractors

Minneapolis, Minn.

Hampden, N. D.—The Hampden Farmers Elevtr. Co. has been admitted to membership in the Farmers Grain Dealers Ass'n of North Dakota.

OHIO

Akron, O.—The Quaker Oats Co. sustained a loss by fire recently.

Gallipolis, O.—John North has installed a Kelly Duplex Hammer Mill.

Marion, O.—Old Fort Mills has repaired its soybean plant damaged by fire.

Jeffersonville, O.—The Gwinn Mfg. Co. has installed a Kelly Duplex Hammer Mill with motor drive.

Cortland, O.—The Richards Milling Co. sustained a small loss in September when a motor bearing caught fire.

Toledo, O.—Joseph H. Riley, associated with Cargill, Inc., for many years, died Oct. 12 following several months' illness.

Rawson, O.—Rawson Elevator recently installed drives, drag, stand of elevators and an electric truck hoist, purchased from the Sidney Grain Machry. Co.

Payne, O.—The Edgerton Grain Co., Edgerton, Ind., is building a branch elevator here which will permit grain to be shipped from both locations.—A. E. L.

Canton, O.—Hall Graber of the Graber Mill & Grain Co. recently purchased the Ohio Builder & Milling Co., which will be known in the future as the Graber Mill.

West Unity, O.—The United Grain & Fuel Co. has installed a new style rolling screen cleaner; Feeder complete with drives; large stand of elevators; boot sheller; drag; Kwik Mixer; motor and drive for sheller and head drive; furnished by the Sidney Grain Machry. Co.

Berea, O.—The Berea Milling Co. has started operation of a third soybean oil extractor unit and now can handle 500,000 bus. of soybeans a year. H. E. Carpenter, president, recently announced. He stated the output of the mill, based on a 300-day year, would be approximately 600 cars of soybean meal and 480,000 gals. of soybean oil. The mill will start operation at full capacity between Nov. 15 and 20, Mr. Carpenter said.

Toledo, O.—The Pecos Valley Alfalfa Mill Co.'s plant, Otter Creek Road at the Wheeling & Lake Erie Railroad, was badly damaged by fire Oct. 11. The blaze originated in the dust house and spread thru the entire blower-pipe system. It was not discovered until burning meal came from the pipe where it is bagged for shipment. Harold A. Dellinger is manager of the mill.

Toledo, O.—Children playing with matches caused a small fire in one of the buildings of the Michigan Bean Co. on Oct. 6.

Ripley, O.—The Germann Grocery & Feed Co. building, owned by Nick Germann, was destroyed by fire early Sept. 21. The entire stock was lost, including grain, seed wheat, and a truck load of flour and timothy seed which had arrived during the night. The blaze was communicated from an adjacent building.

Columbus, O.—LeRoy Neal, long an inspector for the Ohio Dept. of the Mill & Elevator Mutual Insurance Co., was killed by a speeding auto at 9:30 p. m. Oct. 14. He was returning to the city from Leesburg where he has been building a home. His contractor, who was driving, was on the far side of the auto when the speeding auto struck them, was injured.

Crestline, O.—Evans Bros. of Galion have opened their local elevator and mill to be known as Evans Grain & Supply, in the former Weaver Bros. property following remodeling of the elevator and completion of other improvements made to the building, including painting. New equipment has been added, the firm having a complete feed grinding and mixing service as well as flour and corn meal milling.

Van Wert, O.—The great interest shown in the Soybean Show here last year has led to an enlargement of the program for the January Soybean Show, Conference and Combine Clinic program to include three buildings, the armory for the show proper, the Lincoln School auditorium for the evening conference and the Y. W. C. A. gymnasium for the combine clinic. Competitive entries of soybeans, educational exhibits and the food show will be held in the armory. National figures are expected to be present and take part in the program.

OKLAHOMA

Geary, Okla.—The Zobisch Grain Co. is erecting a tile office on the site of the old one that recently was taken down.

Henessey, Okla.—Roy E. Vains, manager of the Star Mill & Elevtr. Co., is in an Enid, Okla., hospital recovering from an infection.

Carrier, Okla.—Carrier Mill & Elevtr. Co. has under construction a 100,000-bu. elevator, with four tanks, and 12 overhead bins. Ehrsam machinery includes an overhead truck-lift, a 4,500-bu. leg, and electric manlift. Chalmers & Borton are doing the building and will have the elevator finished about Dec. 20. J. H. Estill is manager.

Hinton, Okla.—Farmers Co-operative Elevtr. Co. has started construction of a 100,000-bu. reinforced concrete elevator on its property. Hinton has no railroad, and the elevator is designed to deal with trucks, with no railroad loading spout. All loading spouts will be in the elevator driveway, and weighing will be done over the truck scale.

Grandfield, Okla.—The Kimbell Milling Co. of Fort Worth, Tex., has purchased the Farmers Elevator here, taking possession Sept. 23. Bob Hammond was retained as manager. The elevator, which had been owned and operated by the Farmers Co-operative Elevtr. Co. for several years, was sold last May to the Farmers Elevator of Temple, of which J. C. MacDonald is manager.

Drummond, Okla.—The Drummond Co-operative Elevtr. Co.'s 30,000-bu. frame elevator is being supplemented by construction of an 80,000-bu. concrete annex. Chalmers & Borton have the contract. C. H. Bennett is manager of the elevator. The new elevator has a 4,500 bu. per hour leg and a 10-bu. Richardson Automatic Scale and overhead truck lift. Ehrsam machinery was used with Fairbanks-Morse Motors. The elevator has four tanks and 12 overhead bins. The elevator will be completed about Nov. 15. Also under construction is a 16 x 30 ft. modernistic concrete 2-room office, where a 20-ton Fairbanks Truck Scale with 9 x 34 ft. deck, is being installed.

Perkins, Okla.—The Perkins Flour Mill opened Sept. 30 under the ownership of L. A. Campbell.

PACIFIC NORTHWEST

Culdesac, Ida.—The Culdesac Flour Mills recently installed a new feed mill, oat separator and dust collector at their plant.

Pocatello, Ida.—The Farmers Seed & Feed Co. has been organized, capital stock, \$10,000; 1,000 shares \$10 each; to conduct a general grain and feed business.

Seattle, Wash.—Robert Jensen has been transferred to the general offices of the Centennial Flouring Mills Co. from Wenatchee, Wash., where he was assistant manager of the company's plant.

Enumclaw, Wash.—Arthur Brown's interest in the Enumclaw Feed Co. has been sold to Harvey Schaffer, Sr., of Kent, thus making the company a father-son partnership. The firm has closed its Buckley store and will conduct all business of the company from the local place of business.

Portland, Ore.—The Oregon Feed Dealers Ass'n has changed its name to Oregon Feed & Seed Ass'n. Gradual expansion of the seed industry in the state without any existing organization in the seed business was the chief reason for the change of name.

Spokane, Wash.—The NezPerce Rochdale Co., Nez Perce, Ida., of which Ted Brash is manager and the Colfax Seed Co., Colfax, Wash., J. T. LaFollette, proprietor, have been admitted to membership in the Pacific Northwest Grain Dealers Ass'n.—Don M. Gemberling, sec'y.

Pomeroy, Wash.—Claude L. Buchet, manager of Pomeroy Grain Growers, Inc., elevator, reported a coincidence he noted recently. On August 24, 1940, a carload of wheat raised by Alton Houser was shipped out for a coast point in railroad car UP 77290. The same car was loaded exactly one month later, Sept. 24, with wheat raised by Houser.

Myrtle Point, Ore.—The four feed stores operated here, at Marshfield, Coquille and Bandon by L. C. Eaton have been sold to the Hodson-Brewster-Centennial Flouring Mills Co. of Portland, who took possession Oct. 1. Aaron Wilson continues as manager of the local store with Mr. Eaton general manager of the four stores and Herb Ballenger, assistant county manager.

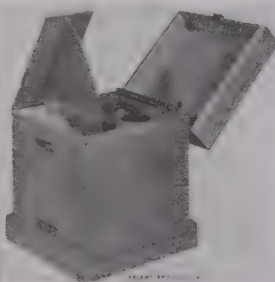
Seattle, Wash.—Conference with federal conciliator E. S. Jackson was held Oct. 15 by Warehousemen's Union, Local 1-9, C.I.O., in reference to negotiations with Albers Bros. Milling Co. Warehousemen and grain elevator men are involved, an increase averaging about 7½c hourly, a 40-hour week and liberalized vacation privileges being the main issues. About 30 workers would be affected.

Marysville, Wash.—The Weeks Cereal Co. is building a mill, located on First St. near State, to be 22 x 40 ft., with concrete foundation and side walls for the ground floor. The second story will be finished with wood. A capacity of five tons per day will be possible in this new mill, which will be completed and ready for operation by Nov. 1. E. N. Weeks, proprietor, will use the present location of his plant for sale of hay, feed and tractors after the new structure is occupied.

Kennewick, Wash.—Plans for the comprehensive development of the Kennewick Port District were on display at a public hearing Oct. 7. Before the district officials may proceed with the improvement, however, the plans must be approved at the election later. The plan, as submitted, will include the purchase of the Port District of the east end of Clover Island, where the Columbia Marine Shipyards is now located. Included, also, is construction of a spur railroad track to the present Port District property, and of a grain elevator with a storage capacity of 50,000 bus. together with bulk loading equipment. As the development of the river traffic increases, the plans include a ramp dock adjacent to the wheat loading dock.

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Waterville, Wash.—The Waterville Union Grain Co. is adding a building to its plant, to be used as a laboratory, storage space and garage.

Wenatchee, Wash.—W. F. Ostrander, Seattle, has been transferred here by the Centennial Flouring Mills Co., to succeed Robert Jensen as assistant manager of the company's plant. Mr. Jensen, who had been here for 31 years, 16 of which were in the employ of the above named company, was transferred to the general offices in Seattle.

Benge, Wash.—Heavy damage resulted when the elevator on the C. C. Allert farm near here burst Oct. 2, throwing 22,000 bu. of wheat onto the ground, partially covering it with damp soil. The elevator was built on a hill and dirt was being piled up on the uphill side of the building to provide a gravity feed into the storage bins when the accident occurred.

Spokane, Wash.—The Grange Service, Inc., is constructing a feed mill, bulk storage elevator, office and fuel storage tanks just west of Carsten's packing plant, contract for construction having been let to J. N. Fees. The mill, office and elevator will be housed in a galvanized iron building, 200 x 70 ft., one-story with exception of the elevator which will be 100 ft. high. The elevator will have a 30,000-bu. of grain capacity. Underground tanks will hold 35,000 gals. of gasoline, diesel oil and stove oil.

Pasco, Wash.—A long-range plan of development to be financed from current income will be presented to voters of the port district at the Nov. 5 election. The program calls for construction of grain elevators, warehouses and docks with necessary roads and equipment near Snake River Junction, Page, Ringold, Sacajawea State Park on the Snake River and between the highway and railway bridge to Kennewick on the Columbia River. The development of the port will be unit by unit only when there is a clear demand for service at any of the sites designated and will be built only of sufficient size to take care of the immediate and continuous use. The first unit to be constructed probably will be a ramp and float landing and warehouse near here.

PENNSYLVANIA

Philadelphia, Pa.—Daniel J. Sullivan, 61, retired feed and grain broker, died Oct. 6. He was active in the feed and grain business for 35 years and maintained offices in the Philadelphia Bourse prior to his retirement two years ago due to failing health.

SOUTH DAKOTA

Newell, S. D.—Tom Rolland, manager of the Tri-State Mill at Vale, is working as assistant to Ralph Heiser at the local elevator. He will spend four days each week here during which time the Vale elevator will be closed.

Davis, S. D.—An addition to the Peavey Elevators elevator, built three years ago, has been completed for the receiving of released corn.

Altamont, S. D.—The Atlas Elevator here, 40 years old, has been sold to M. A. Zuizley, who will move it to Currie and erect an elevator on his farm.

Webster, S. D.—Clifford Brolin is new manager of the Pacific Grain Elevator here, succeeding Nick Moyness, who resigned after 18 years in that position.

Vale, S. D.—The Tri-State Mill of which Tom Rolland is manager, will be open on Fridays and Saturdays. On other days of the week Mr. Rolland will be at the elevator at Newell where he will assist Ralph Heiser.

Watertown, S. D.—Fire that started in the milling department on the second floor of the Watertown Milling Co.'s mill the night of Oct. 7 completely gutted the structure causing a heavy loss. The structure, with its contents, was insured. The mill elevator containing 90,000 bu. of wheat, and separated from the mill by a brick wall, was saved, damage being confined to smoke and water.

SOUTHEAST

Fountain Inn, S. C.—The Ellison Milling Co. will build a modern roller mill here soon.

Largo, Fla.—E. J. Bailey is now in charge of the Alec White Feed Store, succeeding Phil Merrin who resigned.

Lakeland, Fla.—The Lakeland Cash & Feed Co. has erected a two-story steel structure with modern conveniences.

Beech Hill, W. Va.—Mt. Vernon Farms, Inc., has installed a Kelly Duplex Vertical Feed Mixer, ton capacity, with motor drive.

Charleston, W. Va.—The Jefferson Mill, operated by the Peoples Supply, has installed new milling machinery. The plant manufactures all kinds of feeds for livestock, corn meal and flour.

Atlanta, Ga.—D. H. Martin, operating the Cooper Milling Co., has purchased a three-story and basement building on Walker St., S. W., which more than trebles the feed company's space.

Greenville, S. C.—The Mountain City Milling Co. has been chartered, to manufacture flour, corn meal, laying mashers and various feeds and buy and mill grain. Capital stock, \$25,000; officers, J. E. Lipscomb, pres.; C. C. Lipscomb, vice-pres.; W. E. Tucker, sec'y and W. J. Tucker, treas.

TENNESSEE

Leoma, Tenn.—The grist mill owned by E. L. Chunk Richardson was burned to the ground early Sept. 27. A few sacks of feed stuff were saved. The loss was partially covered by insurance.

TEXAS

Pharr, Tex.—G. L. Callis, manager of the Pharr Equity Exchange elevator since 1930, resigned, effective Oct. 15.

Dallas, Tex.—The home of J. C. Crouch, president of the J. C. Crouch Grain Co., was destroyed by fire on Sept. 27 with most of its contents.

Houston, Tex.—The South Texas Feed Co. had charge of a recent meeting of the Salesmanship Club when William R. Archer, company president, addressed the gathering.

Seymour, Tex.—The elevator of the Producers & Consumers, Inc., a farmers' co-operative, was destroyed by fire early Oct. 8 together with its contents of several thousand bushels of wheat and oats. A filling station and store room also were gutted. E. P. Hutchens, manager, placed the loss between \$12,000 and \$15,000, partially covered by insurance.

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Hereford, Tex.—The Fraser Milling Co. is installing a six cylinder natural gas engine to furnish power for its plant. The company will start immediately construction of a new feed mill unit.

Sudan, Tex.—The Sudan Elevator, formerly known as the Lamb County Grain Co. Elevator, which had been closed for the past few months, opened its doors Sept. 16 under the management of J. H. Vincent and Ray Giffith, former owners of an elevator at Portales.

Perryton, Tex.—The Perryton Equity Exchange's new 250,000-bu. reinforced concrete elevator being constructed by Chalmers & Barton, is expected to be completed about Nov. 15. The elevating machinery includes one 5,000-bu. leg, two 10-bu. Richardson Automatic Scales and an overhead truck lift. All Ehrsam machinery, with Fairbanks-Morse Motors, is used. Mr. Bell recently replaced Mr. Woodward as manager.

Houston, Tex.—A dust explosion in a grain storage bin of the Houston Milling Co.'s grain terminal elevator at the Manchester Terminal on Sept. 26 caused an estimated damage of about \$15,000. No one was injured, J. N. Flanagan, an employee, having left his post above the bin that exploded a minute before the blast came. The explosion, in No. 11 bin, knocked out concrete walls eight inches thick serving as partitions between neighboring bins. It was the only one of the elevator's 66 bins that was damaged. The building is entirely separate from the flour manufacturing building where an explosion occurred about a year ago.

UTAH

Corinne, Utah.—The feed mill of May S. Tyson was destroyed by fire on Oct. 16.

WISCONSIN

Superior, Wis.—Emil A. Warner, 50, Great Northern Elevator superintendent, died at his home here on Oct. 12.

Superior, Wis.—Over 500 invited guests were shown through the King Midas Daisy Mill plant at open house ceremonies Oct. 9.—H. C. B.

Fennimore, Wis.—The Fennimore Roller Mills has resumed operation in its new building, constructed following the recent fire that destroyed the mill.

New Holstein, Wis.—C. F. Dumke, Wisconsin's oldest active miller, observed his 90th birthday Oct. 13. He continues to pay daily visits to his mill here.—H. C. B.

Superior, Wis.—Federal aid is sought to construct additional grain elevator facilities in a letter Rep. Gehrman recently wrote to Chester Davis in charge of the national defense commission's food division.

Superior, Wis.—Considerable publicity has been devoted to a proposed building of an elevator here, by the Farmers Union Grain Terminal Ass'n, with headquarters at St. Paul, Minn. Recent action by the supervisors of Douglas County gives credence to the information given out, whereby they voted to enter into a lease with the Ass'n for the transfer of country-owned property on the bay front, for the building of a grain elevator. The Ass'n proposed to erect a 3,000,000 bu. house by next August and to increase this to a 5,000,000 bu. capacity within two years. The lease is to run two years and during that time the Ass'n may exercise its option to purchase the tract of land for \$1.—F. G. C.

WYOMING

Greybull, Wyo.—We have installed a new Western Bearcat Hammer Mill and Master Mixer, ton size, and are now operating as an approved Purina custom mixing station, making our own chow mix, dairy, hog and poultry feeds.—Greybull Elvtr. Co., Earl B. Reilly, mgr.

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Grain Carriers

The application of the Kansas City Board of Trade for a restoration of transit on grain will be heard Nov. 11 by three justices of the federal district court.

Chicago, Ill.—The National Ass'n of Shippers Advisory Boards will meet at the Palmer House Oct. 30 and 31, instead of on the dates reported earlier.

Grain and grain products were loaded into 37,274 cars during the week ending Oct. 12, compared with 38,793 in the same week last year, reports the Ass'n of American Railroads.

Proposed reductions in grain freight rates from northeastern Colorado and part of western Nebraska to Omaha, Neb., were taken under advisement Oct. 14 by the Interstate Commerce Commission.

Omaha, Neb.—An experimental trip by a barge was made recently in 8 days from Chicago to Omaha, in planning a monthly service of the Omaha Barge & Towing Co., of which A. W. Collins is operating manager.

The western railroads have petitioned the Interstate Commerce Commission to set aside that part of its decision in No. 17,000, part 7, requiring equality of rates on wheat and coarse grains. The railroads desire to publish reduced rates on corn to expire in October, 1941, about 60 per cent of the present west bound combination of local rates to and from Missouri River markets, holding that the 20 per cent reduction last January was not sufficient to regain traffic from the trucks.

Examiner Frank Weaver of the Interstate Commerce Commission has recommended a finding that the service performed by the Wabash beyond the Burwell Yard tracks at Decatur, Ill., is plant service to the A. E. Staley Mfg. Co. and violates section 6 of the Act by remitting a portion of the funds received for transportation. The total capacity of the tracks on which grain and soybeans are unloaded is only 93 cars, whereas 1,000 cars of grain and soybeans are sometimes received during one day, requiring a co-ordination of spotting, loading and removal of empties.

Fort William, Ont.—Rail shipments to the head of the lakes have been embargoed, the only exception being that the Canadian National will accept 25 cars daily from Alberta. With 86,000,000 bus. of their 93,000,000 bus. capacity filled with grain the elevators at Fort William-Port Arthur need the remaining space for handling.

Grain shippers of Texas and Oklahoma met at the Hotel Texas, Fort Worth, Oct. 7 to consider how to present their position to the Interstate Commerce Examiner at the Chicago hearing Oct. 21 on restrictions of the routing of grain and grain products. At present grain from the panhandle or Oklahoma points can take a circuitous route thru Fort Worth at a lower rate than will be assessed if the restriction requires payment of the rate to Fort Worth and the rate to final destination.

In I.&S. No. 4825 the Commission has suspended for 7 months from Oct. 1 tariffs readjusting downward the rates on corn from Peoria, Ill., and northern Indiana to Chicago and Michigan City. The suspension was requested by the Indianapolis Board of Trade, and opposed by the Chicago Board of Trade. The Chicago Board of Trade said the reduction was in the interest of country shippers and the railroads as against the trucks. An example of the reduction is the new proposed local and proportional of 7 cents from Hamlet, Ind., to Chicago against the present 12-cent local or 10.5-cent proportional, per 100 lbs.

Service by Owners of Truck and Water Shipments

Part II of the Interstate Commerce Act, relating to motor carriers has been amended by the addition of a new section, No. 225, following:

"Sec. 225. If the owner of property transported under this part directly or indirectly renders any service connected with such transportation, or furnishes any instrumentality used therein, the charge and allowance therefor shall be published in tariffs or schedules filed in the manner provided in this part and shall be no more than is just and reasonable; and the Commission may, after hearing on a complaint or on its own initiative, determine what is a reasonable charge as the maximum to be paid by the carrier or carriers for the services so rendered or for the use of the instrumentality so furnished, and fix the same by appropriate order."

Part III, relating to Water Carriers, contains the same provision, as Sec. 314.

Freight Payable by Beneficial Owner

Grain receivers, commission merchants or brokers whose names have appeared as consignees in the handling of shipments, altho they have been agents only of the principals, have sometimes been presented with bills for freight when the parties at either end of the route can not be made to pay on account of insolvency or otherwise.

To protect such "consignees" the Transportation Act, hereafter to be known as the "Interstate Commerce Act" has been amended in Sec. 3 by adding the following new paragraph:

(3) If a shipper or consignor of a shipment of property (other than a prepaid shipment) is also the consignee named in the B/L and, prior to the time of delivery, notifies, in writing, a delivering carrier by railroad or a delivering express company subject to the provisions of this part, (a) to deliver such property at destination to another party, (b) that such party is the beneficial owner of such property, and (c) that delivery is to be made to such party only upon payment of all transportation charges in respect of the transportation of such property, and delivery is made by the carrier to such party without such payment, such shipper or consignor shall not be liable (as shipper, consignor, consignee, or otherwise) for such transportation charges but the party to whom delivery is so made shall in any event be liable for transportation charges billed against the property at the time of such delivery, and also for any additional charges which may be found to be due after delivery of the property, except that if such party prior to such delivery has notified in writing the delivering carrier that he is not the beneficial owner of the property, and has given in writing to such delivering carrier the name and address of such beneficial owner, such party shall not be liable for any additional charges which may be found to be due after delivery of the property; but if the party to whom delivery is made has given to the carrier erroneous information as to the beneficial owner, such party shall nevertheless be liable for such additional charges.

If the shipper or consignor has given to the delivering carrier erroneous information as to who the beneficial owner is, such shipper or consignor shall himself be liable for such transportation charges, notwithstanding the foregoing provisions of this paragraph and irrespective of any provisions to the contrary in the B/L or in the contract of transportation under

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which the shipment was made. An action for the enforcement of such liability either against the party to whom delivery is made or the shipper or consignor may be begun within the period provided in paragraph (3) of section 16, or before the expiration of six months after final judgment against the carrier in an action against either of such parties begun within the limitation period provided in paragraph (3) of section 16. The term "delivering carrier" means the line-haul carrier making ultimate delivery.

Hearing on Grain Door Charge

Examiner W. A. Disque of the Interstate Commerce Commission, held hearings Oct. 2 and 3 at Chicago on Docket 28045, Chicago Board of Trade v. Alton R.R.

Grain shippers testified that much grain paid full switching rates at Chicago, and to that extent they were at a disadvantage compared with Peoria, Milwaukee and Burlington, where the switching charges were lower and no switching was necessary. Some of them deliberately kept their grain out of Chicago by storing at outlying points for reshipment east in order to avoid the high switching costs in the Chicago district.

J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade said the costs on which the railroads based their plea for retention of the existing grain door charge of \$2.48 could be reduced considerably by operating economies.

Glen Vivien, railroad statistician, said there was no allowance in the switching rates themselves to cover the cost of furnishing, applying and cooping the doors.

The present proceeding is a reopening of the case in which the Commission found that any charge in excess of 66 cents was unreasonable for grain doors in cross-town Chicago traffic.

Omaha, Neb.—This city has been selected for the 1941 convention of the American Ass'n of Cereal Chemists, which meets May 19-23. J. M. Doty, of the Omaha Grain Exchange, is in charge of local arrangements.

Salt Lake City, Utah—Grocery store shelves, stocked with hominy grits listed as a surplus commodity under the federal stamp plan, have gathered dust. State officials say Utah relief clients do not like the word "grits."—P. J. P.

Waterway Elevator Charges Now under Interstate Commission

Part III of the Interstate Commerce Act, recently enacted, and effective Jan. 1, 1941, as to most of its provisions, by its definitions includes under the authority of the Commission grain elevators and warehouses handling grain for water shipment.

In Sec. 302 it is provided

(g) The term "transportation facility" includes any vessel, warehouse, wharf, pier, dock, yard, grounds, or any other instrumentality or equipment of any kind, used in or in connection with transportation by water subject to this part.

(h) The term 'transportation' includes the use of any transportation facility (irrespective of ownership or of any contract, express or implied, for such use), and includes any and all services in or in connection with transportation, including the receipt, delivery, elevation, transfer in transit, refrigeration or icing, ventilation, storage, and handling of property transported or the interchange thereof with any other agency of transportation.

Bulk cargo grain carriers are exempted under the following paragraph of Sec. 303:

(b) Nothing in this part shall apply to the transportation by a water carrier of commodities in bulk when the cargo space of the vessel in which such commodities are transported is being used for the carrying of not more than three such commodities. This subsection shall apply only in the case of commodities in bulk which are (in accordance with the existing custom of the trade in the handling and transportation of such commodities as of June 1, 1939) loaded and carried without wrappers or containers and received and delivered by the carrier without transportation mark or count. [Why exempt grain, coal, molasses and oil?]

Supply Trade

The Federal Trade Commission has cited for hearing, the Cement Institute, and others for unlawful elimination of price competition in the sale of cement.

Schenectady, N. Y.—Compactness and improved protection are two outstanding features of a new line of d-c motors recently announced by General Electric. A new design of rolled-steel frame and improvements in end-shield and bearing-bracket construction combine to give the new motors excellent protection from external damage. The use of Formex wire coils and a specially developed Glyptal insulating varnish provide high resistance to impact, abrasion, and the action of foreign materials. The motors can be furnished with sleeve or ball bearings.

New York, N. Y.—Charging a combination and conspiracy to fix and maintain prices and prevent competition in the sale of pins, paper clips and fasteners used as office supplies, the Federal Trade Commission has issued a complaint against Organization Service Corporation, New York; Herbert S. Blake, its president and counsel; Thomas B. Jordan, its vice president, and five member manufacturing companies: Scovill Mfg. Co., operating as one of its divisions; The Oakville Co.; Noesting Pin Ticket Co. Inc.; Vail Mfg. Co.; F. Kelly Co., and William Prym, Inc. Members of the two institutes, the complaint continues, represent approximately 100 per cent of all the pin manufacturers in the United States, 90 per cent of the fastener manufacturers, and 70 per cent of the paper clip manufacturers.

Rochelle Park, N. Y.—Moisture control, it is claimed is simplified, made more dependable and less expensive with the new Brabender Semi-Automatic Moisture Tester. It determines moisture or solid contents from 0% to 100%, at any desired temperature from 85° C. to 175° C. Samples require no cooling, no double weighing, no calculating of moisture or solids content. At the end of the drying time, a lever is pushed down and the moisture or solids content read from an illuminated dial, directly in percentages. The instrument is a combination of drying oven and analytical balance mechanism fitted below. The oven takes up to 10 dishes at a time, on a spider-like turntable. Tared dishes are used, and either 5 gram or 10 gram samples. When the balance is released, the dish above it in the oven is raised, weighed and the moisture loss indicated in percent on an illuminated dial.

Hammond, Ind.—Screw Conveyor Corp. has issued a folder giving complete data on its Nu-Hy Grain Elevator Buckets. The statistical information it contains will prove of interest and value to Journal readers who write the company requesting a copy.

Chicago, Ill.—The Seed Trade Reporting Bureau, Inc., announces that Parke W. Burrows has been added to its staff as assistant general manager. Mr. Burrows was formerly with the Ralston Purina Co. in Pittsfield, Mass., and later in St. Louis. He is a graduate of Amherst College, and the Graduate School of Business Administration of Harvard University.

Chicago, Ill.—Containing a great deal of condensed information on its line of transmission belting, the B. F. Goodrich Co., has issued a new catalog section on the subject, which is available upon request to the manufacturer. The booklet declares that its "Highflex" brand of transmission belting was the first successful square edge, foldless heavy duck transmission belting, and describes the processes of manufacture and testing of materials and fabrication as the belt is made.

Chicago, Ill.—O. W. Smith, for many years sales manager of the Prater Pulverizer Co. is now general manager of the company according to an announcement made today by Ralph Prater, Pres. Mr. Smith, widely known in the feed trade, will continue in the capacity of sales manager for Blue Streak Grinders and Mixers. Roy Helgevold, who has been associated with the company for twelve years, is elected manager of operations in charge of plant and purchases. George F. Thomas, previously serving the company in purchasing and sales capacity, heads the newly created industrial division as sales manager.

Kansas City Chapter, S. O. G. E. S.

Everything is all set for the Kansas City Chapter of the Society of Grain Elevator Superintendents to have busy and profitable business sessions during 1940-41.

Mr. Ralph Innis, a prominent business attorney, gave a talk on the Constitution and business conditions at the September meeting. Three of the Superintendents will give short talks on a subject of their own choosing for the November meeting and the feature of the evening will be a traffic manager who will give the Supers some information on billing, routing, and all other traffic problems with which they are not familiar. Tom Collins, the Columnist, will be the chief guest speaker at the December "Managers' Night" meeting.

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Field Seeds

Clarksdale, Miss.—The Gardner-Mashburn Seed Co. has been formed to engage in the seed business.

Utica, N. Y.—Edwin A. Batchelor, a partner in the Daniel Batchelor Seed Store, died Sept. 30, aged 62 years.

Chicago, Ill.—The winter meeting of the Farm Seed Group of the American Seed Trade Ass'n will be held Jan. 27 at the Palmer House.

Ft. Madison, Ia.—Walter E. Sanford has purchased the business of the Ft. Madison Seed & Feed Co. from Frederic F. and Maud F. MacMurray.

Adair, Ia.—Winn & Luck are removing their bluegrass threshing and cleaning plant from Casey to buildings recently purchased.

Gridley, Cal.—A new seed and bean cleaner that had just been installed, was burned with the building of Jansen & Son, in the recent fire.

Greene, N. Y.—Lyman J. Boynton, employed by the Page Seed Co. since 1905, died Oct. 7 at Torrington, Conn., while on a business trip. He was 83 years of age.

Highland, Ill.—The Kuhn Hardware & Seed Co. has been incorporated by F. C. Kuhn, W. K. Draper and L. O. Kuhn.

Union City, Tenn.—The A. L. Reeves Seed Co. recently suffered about \$1,000 loss on seed and cleaning machinery by fire that destroyed a building occupied under lease.

Raleigh, N. C.—Six seed firms recently were given a hearing by the state agricultural commission on charges that they sold rye seed containing corn cockle and wild onion not shown on the label.

Walla Walla, Wash.—The Tri-State Seed Co. has been incorporated to grow and sell seeds. The capital stock is \$8,000, and the incorporators are Carl Bauers, Henry F. Clodius and John C. Tuttle.

Austin, Tex.—Agricultural Commissioner J. E. McDonald is taking steps for a rigid enforcement of the state and federal laws on labeling of seeds. The state has been divided into districts and an experienced man assigned to each.

Downey, Ia.—The Pioneer Hybrid Corn Co. has 80 men at work sorting and drying seed corn brought in from the 430 contracted acres in the vicinity. Two shifts of men are putting 1,100 bus. per day thru the two large driers.

Jackson, Miss.—Informational meetings on the new Federal Seed Act are being held at several points in the state under the sponsorship of the Mississippi Seed Improvement Ass'n and the Mississippi Extension Service.

Washington, D. C.—About 736,000 acres of alfalfa are expected to be harvested for seed, compared with 826,000 last year and 519,000 for the 10-year average. Yield is estimated at 1.79 bus. per acre, compared with 1.71 last year.

Lafayette, Ind.—Enforcement of the Federal Seed Act in 7 mid-western states will be handled by C. R. Clark, who has been appointed by the U.S.D.A. associate seed technologist, to have charge of the Indiana Federal-State Seed Laboratory.

Ashton, Idaho.—Rodney D. Miller, for 11 years manager of the plant of the Michael-Leonard Seed Co., died while in his automobile on an inspection trip, recently, aged 75 years. In 1908 he came from Nebraska to Idaho and engaged in the grain business.

Thief River Falls, Minn.—The Thief River Falls Seed House will discontinue its retail store on E. 3rd Street and will conduct its business exclusively from the three elevators owned by the firm on the right-of-way north-east of the Soo Line depot.

Nez Perce, Idaho.—Manager Ted Brasch of the Nez Perce Rochdale Co. is shipping certified Redit seed wheat by truck to the extreme southern and northern ends of the state. O. S. Bare, extension entomologist at the college of agriculture, says that while the greater part of the damage is in grain that has been in storage from last year or earlier, heavy damage may be done to grain put in the bins within the last couple of months.

College Station, Tex.—During the past two seasons serious damage to crops of grain sorghum from Charcoal Rot, *Sclerotium bataticola*, has been observed over much of West Texas. Practically all varieties of sorghum are susceptible to this disease, but serious damage has most frequently been observed in milo. Feterita and hegari are also quite susceptible. The advent of this new disease which attacks the base of the stalks just before maturity, rots the pith and causes the stalks to fall down, is likely to cause a shift to varieties that are not so seriously injured by this disease. Resistance to this new disease is one of the objectives of the present sorghum breeding program.—A. D. Jackson, Texas Agr. Exp. Sta.

Washington, D. C.—Crimson clover seed offered by co-operating producers in Tennessee and neighboring states will be purchased by the Commodity Credit Corporation in 1941 at 10 cents per pound. R. M. Evans, administrator of the A.A.A., said: "Imports, which normally constitute over 50 per cent of the crimson clover seed used in this country, have been obtained from France and Hungary. Due to the European war, this source of seed has been cut off, making it important that domestic production of the seed be encouraged. The acreage which is being seeded to crimson clover in the United States this fall is approximately three times that seeded before the Agricultural Conservation Program started." The C.C.C. will transfer the seed to the A.A.A. for distribution in the conservation program.

Sudan Grass Seed Production

Production of Sudan grass seed in Kansas increased from 2,120,000 pounds in 1939 to 3,500,000 in 1940, according to a co-operative report by the U.S.D.A. and the Kansas State Board of Agriculture. The increased production resulted from a gain in acreage and an increase in yield per acre, the acreage increasing from 8,000 in 1939 to 10,000 in 1940 and the yield per acre being estimated as an increase from 265 pounds in 1939 to 350 pounds in 1940.

For the country as a whole production of Sudan grass seed this year is expected to be about 44 per cent below that of last year. It is estimated that approximately 43 million pounds of thresher-run seed were produced, compared with about 77 million pounds in 1939. Declines in production this year are most marked in California and New Mexico, altho Texas also reports a big decline.

Drouth in some producing districts and relatively low prices for the crop in recent years are the principal reasons given for the 22 per cent decrease in acreage. It is estimated that about 134,000 acres were harvested this year and that yields averaged about 320 pounds of

thresher-run seed per acre, compared with about 450 pounds last year.

Loss in cleaning the 1940 crop is placed at about 9 per cent, or about 4,000,000 pounds of thresher-run seed. Such a loss would result in an estimated production of about 39,700,000 pounds of clean seed, compared with about 72,000,000 pounds of clean seed last year, when the loss was about 6.5 per cent.

Declaration by Growers of Variety Under Federal Act

Farmers will likely be asked to sign declarations as to the varieties of soybean and alfalfa seed they sell to seedsmen this fall, according to J. C. Hackleman, crops extension specialist of the University of Illinois College of Agriculture.

This is because the new Federal Seed Act provides that growers must issue declarations as to variety of seed which can not be distinguished from other varieties by seed characteristics. It is usually possible for seed dealers to sell seed labeled as to variety for a higher price than seed of which the variety is unknown.

"A farmer should feel free to sign a grower's declaration if he knows the variety of seed," said Hackleman. "Since the declarations are subject to inspection, along with other records, the grower is advised to retain any records or other evidence on which he relied in making the declaration."—P.J.P.

Drying Seed Corn

Hybrid corn officials in Wisconsin, Minnesota, Illinois, Iowa and North Dakota agree that at no time should the temperature be greater than 105 degrees F. When the corn is being dried in the bin, growers are cautioned not to hasten drying by increasing temperatures because by so doing germination is reduced.

The amount of moisture in the corn when harvested is the guide to the starting temperature in drying. The drying temperature range is 90 degrees to 103 degrees F. Corn harvested from the field and carrying a high percentage of moisture should not be dried hastily nor at a high starting temperature. It is advised that the temperature be gradually increased as the moisture in the corn decreases.

Growers should not harvest corn one day and dry it weeks later. Dry the corn immediately following the harvest. This will aid in the control of diseases and germination. Corn should not be husked and left over 48 hours before drying.

Corn should be dried to 12 per cent moisture. Drying to a lower moisture percentage causes cracking of the kernels, and extra cost in fuel, labor and time spent in drying.

Hybrid seed men attempt to maintain approximately 12 per cent of moisture in the packed corn until it is sold. This allows 2 per cent for moist atmospheric conditions which can easily cause an increase of 2 or 3 per cent moisture in the dried corn.

Corn continues to dry between the time it is removed from the drier and before it can be tested for a final moisture percentage. Drying may therefore be completed at approximately 14 per cent and the additional expense of drying to 12 per cent can be saved.

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Famous Stock and Grain Show

Final event on the continent's annual live-stock show and agricultural fair calendar is the International Live Stock Exposition and Horse Show, which will celebrate its 41st anniversary this fall from Nov. 30 to Dec. 7. It will be held in the International Amphitheatre at the Chicago Stock Yards.

Exhibitors will be paid approximately \$100,000 in cash premiums, plus numerous trophies and medals that will be offered in many of the breed competitions in connection with championship awards.

A big feature of the Exposition is the annual International Grain and Hay Show, which will be held for the 22nd year in connection with the Exposition this fall. Farmers from 34 states, all Canadian provinces, Australia, and Argentina exhibited in this department last year.

Growers Advised to Get Seed Early

By W. W. BROOKINS, extension agronomist, Minnesota University Farm

Getting out the old fanning mill about March 15 for a last-minute pass at the chaff and weed seeds in the grain bin is definitely not the way to assure clean fields and good crops.

A weed-free seedbed will not eliminate weeds unless the seed is also clean. The average farm fanning mill is inadequate in coping with many weed seeds, especially in handling flax. The farmer is wise to seek out commercial equipment which has a reputation for thoro work.

A combination of disc cleaner and fanning mill was devised for more than 100 demonstrations of flax cleaning in three counties. Farmers who co-operated in the program agreed to combine the clean seed with approved cultural practices this past season. An inspection this summer of the fields seeded to specially cleaned seed in comparison with average fields revealed a striking difference. There was a marked reduction of broad-leaved and later maturing weeds.

Flax is now used extensively as a nurse crop, necessitating special care in using carefully cleaned grass and legume seeds when these are put in with the flax.

Clean seed and a good seedbed remove one of the worst hazards of crop production.

Milo Blight Overcome

By A. D. JACKSON, Texas Agricultural Experiment Station

In 1935 a very serious plant disease *Pythium arrhenomanes*, which causes milo blight or milo root rot, became widespread in Texas. Fortunately, the presence of the disease was recognized before it became really serious and a resistant strain of dwarf yellow milo which is now called Texas milo was isolated by the station and was ready for distribution in 1937 to Texas farmers and Texas certified seed growers. By the time it became generally realized that a damaging plant disease was present a considerable commercial increase had been made and the damage from the disease was greatly reduced.

In the spring of 1940, Texas certified seed growers alone sold more than one million pounds of Texas milo seed which is enough to plant approximately 25 per cent of the acreage devoted to this variety in Texas. This new strain of resistant milo has practically replaced the old susceptible milo in Texas within the past five years. The few individual growers who failed to use the new resistant strain in 1940 sustained large losses because milo root rot was again present in virulent form. Milo, milo hybrids, and darso are all varieties susceptible to this disease. Fortunately feterita, kafir, and hegari are resistant.

During the past several years resistant strains of each of the susceptible varieties have been developed by the Station and seed has been distributed to farmers. The list of re-

sistant strains now includes dwarf yellow milo, dwarf white milo, early white milo, double dwarf yellow milo, sooner milo, darso, and sumac. There is no longer, therefore, any reason for growers to suffer the losses from 25 to 100 per cent in grain and forage that results from planting susceptible strains on diseased land.

Grade A Seed Wheat for Kansas

The Grade A seed wheat made available for planting in Kansas this fall thru the co-operative wheat improvement program of the Kansas Wheat Improvement Ass'n, had high germination and purity ratings, according to summary report just issued by Dr. John H. Parker, director.

The 103 samples of Grade A seed wheat tested by J. W. Zahnley, director of the State Seed Laboratory, had an average germination of 93%. The average purity of these samples is 97.8%.

Eleven of the 103 samples tested were from western Kansas, 54 from the central counties and 38 from the eastern third of the state. Varieties included in this list of tested Grade A seed wheat were: Turkey, Kanred, Tenmarq and Blackhull, hard wheats; Kawvale, a semi-hard type and Clarkan, a soft wheat.

Riley, Rice and Cheyenne are the 3 counties having the largest number of samples of Grade A seed wheat submitted to the State Seed Laboratory.

The increase in good seed wheat planted in Kansas this fall, with the generally favorable soil moisture and early growth of the new crop augurs well for the quantity and the quality of the 1941 winter wheat harvest.

Michels Grass Defended

The Northwest Seed Growers, Inc., question the report by the U. S. Buro of Plant Industry that Michels grass is a variety of rye. They say:

We have been promoting the sale of this grass seed for the past several months and believe the article by the Buro of Plant Industry does it a great injustice. The tests on which this article was based were very incomplete and did not contain the results of any experiments made in Idaho where about 90 per cent of the grass is being grown. This article, of course, was a serious reflection on the integrity of the University of Idaho Extension Division, and everyone in this state took exception to it as soon as it was published.

At our insistence, the Buro of Plant Industry sent a representative to Moscow from Lincoln, Neb. This man, a Mr. Quisenberry, spent three days in Moscow, and we are quite certain the Buro of Plant Industry will have to retract much of what was said in their article. We were able to show Mr. Quisenberry a field of Michels grass which was cut for seed about Aug. 1 and which was showing very close to 100 per cent regrowth from the old roots. In addition, we took him to plots of Michels grass that are now three years old. We believe these examples prove that the Buro was hasty in stating that Michels grass is not a perennial and that it is nothing but common rye. To the best of our knowledge rye shows no perennial characteristics in this country. On a plot of Rosen rye on the University of Idaho farm we were not able to find a single plant that was coming back this year.

Another difference which the Buro of Plant Industry apparently has overlooked entirely is the fact that growers are getting yields ranging

from 750 pounds to more than 1 ton per acre on plantings of 10 pounds per acre. Rye sown at the rate of 10 pounds per acre would produce practically no crop at all.

We believe there is another marked difference between the two plants in the palatability. In Southern Idaho a grower planted Michels grass and rye in the same field. Sheep pastures on this field, ate the Michels grass to the ground and did not touch the rye.

Small Imports of Seeds

Imports of agricultural seeds during September and during the three months ending Sept. 30, compared with the like periods of 1939, as reported by the U.S.D.A., have been as follows, in pounds:

	September 1940	September 1939	July 1 to Sept. 30 1940	July 1 to Sept. 30 1939
Alfalfa	41,200	142,100	41,200	322,100
Bean, Mung	230,900	.....	642,500	.....
Bentgrass	8,900	15,800	11,300	39,100
Bluegrass, Can.	.....	.....	.....	2,300
Bluegrass, r'gh	.....	55,100	500	57,300
Brome, smooth	148,900	320,200	183,200	379,800
Clover, alsike	.....	30,000	200	30,000
Clover, crimson	.....	1,899,200	.....	4,391,200
Clover, red	.....	2,200	200	2,200
Clover, sub't'n	6,100	200	6,100	200
Clover, suckling	5,200	9,400	5,200	9,400
Clover, white	9,100	105,300	10,100	228,700
Fescue, Chew	534,200	68,800	584,700	244,700
Fescue, mead.	.....	.....	.....	4,400
Fescue, other	500	.....	2,800	100
Grass, Bahia	9,000	7,800	9,500	8,700
Grass, Berm'da	.....	.....	200	.....
Grass, Dallis	.....	8,500	36,700	63,700
Grass, Guinea	.....	22,200	.....	42,800
Grass, molasses	.....	1,000	.....	41,500
Grass, orchard	.....	.....	1,000	3,100
Grass, rescue	4,100	.....	37,200	200
Grass, Rhodes	1,200	24,400	31,400	44,400
Grass, velvet	.....	500	2,100	4,000
Kudzu	.....	.....	1,200	5,000
Lupine	.....	.....	33,700	.....
Medick, black	56,300	49,600	56,300	49,600
Mixtures, grass	.....	.....	.....	2,000
Oat	400	.....	500	.....
Pea, field	.....	.....	300	.....
Rape, winter	.....	668,200	240,000	1,364,100
Ryegrass, Ital.	.....	4,000	.....	4,400
Ryegrass, per.	11,800	6,500	11,800	74,700
Sourclover	.....	.....	.....	35,000
Sweetclover	80,400	47,000	81,900	127,100
Timothy	.....	.....	.....	100
Vetch, hairy	.....	917,800	27,000	2,541,400
Vetch, purple	.....	1,000	.....	1,000
Wheat	6,300	.....	6,300	.....
Wheatgrass, crested	45,000	27,400	45,300	27,400
Wheatgrass, slender	1,800	200	2,900	200

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Feedstuffs

Columbus, O.—A conference of feed dealers, inspectors and chemists was held Oct. 8 and 9 at the call of the agricultural college.

Brewers dried grains production during September amounted to 7,300 tons, against 8,800 tons a year ago, as reported by the U.S.D.A.

Distillers dried grains production during September amounted to 11,800 tons, as reported by the U.S.D.A., against 9,600 tons in September, 1939.

Salem, Ore.—The Oregon Feed Dealers Ass'n has named a com'tee with Howard Hadley of Hillsboro as chairman to work with the state department of agriculture.

Marshfield, Wis.—Harold Fautz, Nebraska City, Neb., discussed feeds and feeding at a meeting of feed dealers Oct. 15 at the Hotel Charles. Approximately 75 dealers attended the meeting—H.C.B.

New Brunswick, N. J.—A conference of feed and grain dealers of New Jersey is being arranged by L. A. Bevan, director of the extension service of the New Jersey College of Agriculture, to be held at a date soon to be announced.

Malvern, Pa.—A meeting and picnic were held recently here by the Southeastern Pennsylvania Feed Merchants Ass'n at which addresses were delivered by Pres. John V. Nolan, Albert J. Thompson, pres. of the Eastern Federation of Feed Merchants, and Miss Mabel Krall, of the A.A.A.

Minneapolis, Minn.—The annual convention of the Northwest Retail Feed Ass'n, Inc., will be held at Hotel St. Cloud, St. Cloud, Minn., on Jan. 13 and 14, Monday and Tuesday. This association recently completed a series of eight regional meetings with a total attendance of over 400 feedmen. Plans for the annual convention are still in the formative stage.—W. D. Flemming, sec'y-treas.

St. Louis, Mo.—Research work at the Mellon Institute now has enabled the Mallinckrodt Chemical Works to offer a new, stabilized, free-flowing potassium iodide mixture containing 90 per cent of potassium iodide, and at the same price as the ordinary 90 per cent mixture. Samples of the new product are sent on request.

Washington, D. C.—Myco-Lac Mineral Yeast Co. Inc., Atchison, Kan., has agreed with the Federal Trade Commission to cease and desist representation that 1/3 lb. of "Myco-Lac Mineral Yeast," a live stock and poultry food, or food supplement, and 32 pounds of oats is equal in feeding value to 56 pounds of corn, and, directly or inferentially, that its product is superior to all competing products for increasing weight, stimulating appetite, rounding out cattle for market, or for any other purpose.

Washington, D. C.—Shipments of stocker and feeder cattle into the corn belt states, inspected at stockyards, during the 3 months, July to September, were somewhat larger than last year and the heaviest for the period since 1923. Shipments into the western corn belt this year were larger than last and smaller into the eastern corn belt. Available information indicates that the total of direct shipments of feeder cattle during the 3-month period were also somewhat heavier than the very large shipments of last year, with those into the eastern corn belt smaller and into the western corn belt larger. These shipment records indicate that the number of cattle fed in the eastern corn belt will be smaller this year than the record number fed last year, that the total number fed in the 3 states bounded on the east by the Mississippi River will be considerably larger than last year and that there may be some increase in feeding in the 3 states west of the Missouri River. Shipments into Iowa this year have been especially large.—U.S.D.A.

Feed Prices

The following table shows the closing bid price each week for January futures of standard bran and gray shorts, cottonseed meal and spot No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

Minneapolis Spot				Kansas City			
	Bran	Midds		Bran	Shorts		
Aug. 31.....	17.00	17.00		17.00	18.25		
Sept. 7.....	18.00	19.00		17.00	18.50		
Sept. 14.....	18.00	19.00		17.20	18.75		
Sept. 21.....	17.00	17.50		16.90	18.50		
Sept. 28.....	18.00	18.00		17.75	19.35		
Oct. 5.....	18.25	18.25		18.10	20.00		
Oct. 11.....	18.00	18.50		18.75	21.35		
Oct. 19.....	19.25	19.25		19.10	21.15		
St. Louis*				Chicago Decatur			
	Bran	Shorts		Soybeans	Meal		
Aug. 31.....	20.00	20.25		80	18.50		
Sept. 7.....	20.00	20.25		85	19.00		
Sept. 14.....	20.20	20.75		83 1/2	20.00		
Sept. 21.....	20.00	20.50		79 1/2	21.00		
Sept. 28.....	20.70	21.35		77 1/2	21.00		
Oct. 5.....	21.00	22.15		73 1/2	22.00		
Oct. 11.....	22.00	23.35		76 1/2	21.50		
Oct. 19.....	22.35	23.20		80 1/4	22.00		
Cottonseed Meal				Kansas City			
	Ft. Worth	Memphis		Alfalfa	Corn		
Aug. 31.....	28.00	21.00		19.00	66		
Sept. 7.....	28.00	20.35		19.00	65 1/2		
Sept. 14.....	28.00	20.00		19.00	65		
Sept. 21.....	26.00	20.50		20.70	64 1/2		
Sept. 28.....	26.00	21.40		20.70	64 1/4		
Oct. 5.....	28.00	21.00		20.70	65		
Oct. 11.....	29.00	21.95		21.20	65 3/4		
Oct. 19.....	30.00	....		....	67 1/2		

*St. Louis bran basis Chicago delivery; shorts St. Louis delivery.

Texas Feedmen Meet Nov. 15

The Texas Feed Manufacturers Ass'n will hold its annual fall meeting at Texas A. & M. College, College Station, Nov. 15, announces William Bridges, Bewley Mills, Fort Worth, the organization's sec'y-treasurer, and Wiley Akins, of Burrus Feed Mills, Dallas, its president.

Most of the program will consist of reviews of current animal and poultry feeding experiments by members of the staff of A. & M. College, and of Texas' agricultural experiment station, but some important discussions looking to developing and broadening the Texas market for Texas manufactured feeds will come before the convention.

New Jersey Feed Dealers Schedule Meeting

The New Jersey Feed Dealers Ass'n has scheduled a one-day meeting to be held at the College of Agriculture, Rutgers University, New Brunswick, Oct. 30.

Speakers will indicate the possible effects of war on grain prices, and review the poultry and dairy situations from the feed standpoint.

Prof. Henry Keller, Jr., authority in agricultural economics, will consider "What Is Ahead for America?" Feed advertising will be discussed by Marvin J. Sue, Philadelphia, Pa., and co-operative purchasing by feed dealers will be covered by S. J. Shoemaker, of Waverly, Pa.

Southern Feed Manufacturers at Athens, Ga.

The 14th annual convention of the Southern Mixed Feed Manufacturers Ass'n was held Oct. 10, 11 and 12 at Athens, Ga., in connection with a nutrition school at the University of Georgia.

PRES. H. L. McGEORGE, Memphis, Tenn., delivered the opening address.

E. P. MacNICOL, Memphis, read his secretary's report. The appointment of committees and a round table discussion followed.

The afternoon of Oct. 10 was devoted to the annual golf tournament.

An address of welcome the morning of Oct. 11 by Dean W. Chapman was responded to by R. E. Barinowski, pres., and H. L. McGeorge.

W. RAY EWING delivered an illustrated address on "Vitamins from the Feeders' Standpoint."

R. M. BETHKE of the Ohio State Experiment Station told of good feeding methods in his address on "What Constitutes Quality in Feeds."

The motion picture, "Vitamins on Parade," was shown in the afternoon, followed with an address by Dr. C. D. Carpenter on "Breeding, Feeding and Management as Resistants to Disease."

The Kansas State College motion picture "Ovulation," was shown.

C. E. WYLIE of the University of Tennessee gave a talk on feeding dairy animals.

C. A. COBB spoke Saturday morning on the advantages of poultry and live stock as adjuncts to Southern agriculture.

It was recommended that 8½ pound packages of feed be discontinued in favor of the 10-lb. pack, and this was referred to a state relations committee of which C. B. Fretwell is chairman.

Sales on credit were discussed but no action was taken.

The entertainment included a Southern barbecue on the University campus Friday evening.

OFFICERS elected for the ensuing year are: pres., A. T. Pennington, Atlanta, Ga.; vice-pres., Ben Williamson, Jacksonville; sec'y, E. P. Mac Nicol, Memphis, Tenn., and treas., John B. Edgar, also of Memphis.

Imports and Exports of Feeds

Imports and exports of feedstuffs during August, and for 8 months ending August, 1940, and 1939, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs. except where noted otherwise:

	IMPORTS			
	August 1940	1939	8 mos. ended Aug. 1940	1939
Hay*	356	1,323	40,307	24,803
Coconut cake†	12,441,489	7,048,953	129,998,033	72,506,346
Soybean cake†	1,000,000	2,799,250	19,693,752	21,133,975
Cottonseed cake†	4,973,394	.....	59,659,479	6,662,991
Linseed cake†	.....	855,000	2,556,000	9,437,091
All other cake†	2,931,715	3,601,500	18,094,625	19,745,683
Wheat fds.*	38,418	34,872	290,354	273,338
Beet pulp*	.....	500	1,038	7,975
Tankage	8,961	7,095	34,391	46,865
Fish scrap	1,226	2,747	31,994	31,860

	EXPORTS			
	August 1940	1939	8 mos. ended Aug. 1940	1939
Hay	208	134	2,501	1,911
Cottonseed cake ..	.....	.....	31	1
Linseed cake ..	.....	21,575	83,771	165,474
Other oil cake ..	.....	2,423	1,205	4,895
Cottonsd. meal	140	603	707	2,158
Linseed meal	456	819	3,277	8,075
Babassu cake-meal	.....	63	368	165
Soybean oil cake-meal	838	1,452	32,311	21,993
Other oil meal-cake	155	350	10,031	3,479
Fish meal	2	.....	202	226
Mxd. dairy and poultry fds.	575	682	5,930	7,626
Oyster shells	3,704	2,705	13,786	32,062
Other prepared and mxd. fds.	73	349	1,514	2,395
Other fd. bran	420	1,029	9,754	13,949
Kafir, milo (bus.)	9	109	1,321	1,354

*2,000 lb. ton. †Pounds.

No Poison Found in Feed

The Kentucky Agricultural Experiment Station, in Bulletin No. 24, reports receipt of 164 samples of feed during 1939, of which 30 were suspected of containing poison. These samples were examined microscopically and, when thought advisable, a chemical analysis was made for suspected poisons, but all were found to be sound, of good quality and free from suspected poisons. Says the bulletin:

Whenever production from poultry or from dairy cows falls off or the animals become sick or die, the first thought in the minds of many feeders is to blame the feed rather than to look for some other cause such as changing the feeding practices, disease, parasites, etc.

This is often unjust to the manufacturer of the feed. The guarantees made by manufacturers are not absolute measures of value; however, these and the manufacturer's reputation are the best criteria that a feeder has. . . . It could be possible that a malicious person might put poison into a neighbor's feed, or that the stock might get wilted wild cherry leaves, sudan grass containing prussic acid or other poisonous materials. However, instances of this sort are rare.

Stabilization of Iodine in Feeds

Frederick F. Johnson and Edward R. Frederick of the Mellon Institute of Industrial Research, who have investigated broadly the factors responsible for the loss of iodine from iodized salt and iodized mineral feeds, report that these mixtures may contain any or all the following substances: ferric oxide, copper sulfate, cobaltous nitrate, sodium chloride, manganese sulfate, calcium carbonate, calcium phosphate, sodium sulfate, sulphur, potassium iodide, volatile flavors, organic meals and vitamin concentrates. Potassium iodide is furnished to the feed manufacturer in the form of either an iodized mineral mixture, a concentrated iodized pre-mix containing the essential minerals or an iodized salt.

The primary cause of loss of iodine is thru oxidation of the iodide to free iodine with subsequent volatilization. Another important factor is the absorption of potassium iodide by the fabric or cardboard containers. The formation of free iodine not only results in a loss of iodine but also causes a decrease in the vitamin C content of the feed.

Iodized mineral feed mixtures lose between 9 per cent and 20 per cent of their iodine content during four months' storage under ordinary conditions. Oxidation occurs mainly thru the catalytic action of iron, copper and manganese compounds present in the mixtures. These reactions take place only in the presence of moisture and are accelerated by the action of light. An important synergism (co-operation) is observable in this catalytic action. Ferric oxide becomes appreciably soluble in the presence of soluble manganous compounds, and the catalytic activity of iron and copper together is much greater than the additive effects of iron and copper separately.

The loss of iodine from iodized salt depends upon the oxidizing impurities in the salt, chiefly chlorate, nitrate and ferric chloride. Iodized salt for animal feeding, which contains large amounts of potassium iodide, loses iodine with great rapidity. Iodized salt for human consumption, which contains 0.02 per cent potassium iodide, loses 40 per cent or more of the iodine in eighteen months. If the salt is freshly prepared, approximately 15 to 20 per cent of the iodine is lost during the first month.

Stabilization by the use of alkaline agents and reducing agents has been recommended and extensively used. But this treatment has not been entirely successful because of the inability to obtain adequate contact between the reacting components in a dry powder. The employment of a reducing agent in conjunction with a soluble pyrophosphate is more effective. Pyrophosphate forms an inactive complex with iodized iron; it also destroys the synergism between iron and copper.

A new and simplified procedure for stabilizing the iodine reinforcement of comestibles has come from our work. The process consists of milling 100-mesh alkali iodide with a small portion of a non-toxic metallic soap. The milling of 92 parts of potassium iodide with 8 or more parts of calcium stearate in the form of an impalpable powder is recommended; the powder density of the calcium stearate should be as low as possible. The resulting product is a stable free-flowing powder, coated with calcium stearate and practically insoluble in water. The coating is rapidly emulsified in the presence of bile. Calcium stearate is non-toxic and may be ingested in reasonable amounts with complete physiological safety. Various grades of the impalpable powder are available commercially.

A mineralized salt, containing 10 per cent ferric oxide, 2 per cent copper sulphate, and 4 per cent potassium iodide coated with calcium stearate, has only lost 0.9 per cent of its iodine content during storage for four months, while the same formula without calcium stearate has lost 15 per cent of the iodine. An iodized live-stock mineral containing 0.21 per cent stearate coated potassium iodide lost 0.5 per cent of the original iodine content during two months, while an unstabilized mineral containing the same ingredients lost 14 per cent of its iodine content. Absorption of the stearate-coated potassium iodide by cardboard, paper or fabric containers does not occur.

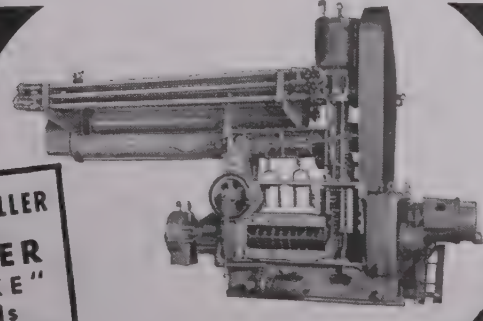
Wymore, Neb.—Increasing complaints are being made of weevil attacking stored grain here.

Officers receiving stock of a corporation as a bonus are taxable on the fair market value at the time of receipt and not on the amount previously accrued as bonus due, according to the U. S. Circuit Court of Appeals in Commissioner v. Vandever.

Officers receiving stock of a corporation as a bonus are taxable on the fair market value at the time of receipt and not on the amount previously accrued as bonus due, according to the U. S. Circuit Court of Appeals in Commissioner v. Vandever.



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Poultry Feeds and Feeding

Production of poultry for a number of years has followed a 3-year cycle—2 years of increase and a third year of sharp decrease. The years 1938 and 1939 were years of increase and 1940 has been a year of sharp decrease. Should this cycle continue more chicks will be hatched by hatcheries in 1941. The factors affecting production of poultry at present indicate an increase in production for 1941 which would be in harmony with the customary increase following the low year in the production cycle—U.S.D.A.

Professor H. C. Kandel of the department of poultry husbandry of Pennsylvania State College, says that Pennsylvania is the biggest state in the union as regards poultry production. More than 15,500,000 hens and 28,000,000 chickens all told are produced each year in the state. Three counties of Pennsylvania, York, Lancaster and Bucks, are among the nine foremost poultry producing counties of the whole country. Ninety-three per cent of the Pennsylvania farmers have 200 hens or less and only four tenths of one per cent of the farmers have 700 hens or more. Consequently the greatest number of the feed dealers' customers are the farmers with small flocks.

Choline and Manganese to Prevent Perosis

It was found by the poultry division of the University of California last year that on certain rations it was not possible to prevent perosis by supplementation with manganese; indeed, the addition of manganese appeared to make the poult develop perosis more rapidly.

Dr. Thomas H. Jukes reports that studies at Davis this year have revealed that another and entirely unsuspected nutritional factor was lacking from the experimental rations. When the new factor was present in a sufficient quantity, it was possible to prevent perosis by feeding manganese. On the other hand, if the new factor was absent, manganese did not prevent perosis. It thus became evident that two factors were necessary for the prevention of perosis in turkeys—manganese, and the new factor.

The new factor was found to be organic or non-mineral in nature and was widely distributed in feedingstuffs, altho good sources were not common. Evidently most of the constituents of the ration contributed a small amount. The known vitamins were all tested and found to be without effect.

Finally the new factor was identified as the organic base choline. This was found to be necessary for normal growth of young turkeys as well as for the prevention of perosis.

Choline is a part of lecithin and as such is widely distributed in nature. Egg yolk is an especially rich source. A number of feedingstuffs were tested for their ability to prevent perosis in turkeys. Soybean meal was found to be a good source of the anti-perosis factor. Sardine meal and cottonseed meal supplied fair amounts of the factor. Alfalfa meal, wheat, wheat bran and rice bran were poor sources.

Similar results have been obtained with chicks. The experiments indicated that if chicks were fed a simplified diet, containing sufficient manganese, perosis developed. The perosis could be prevented by adding choline to the diet.

The identification of the organic anti-perosis factor made it possible to study the manganese requirements of turkeys. For this purpose, a supplement of pure choline was added to a ration low in manganese. It was then found that manganese was required for prevention of perosis in turkeys. The manganese require-

ment was at least twice as high as in the case of chicks.

An Improved Method for Estimating Carotene

G. S. Fraps and A. R. Kemmerer of the Texas agricultural experiment station, report in the Journal of the Association of Official Agricultural Chemists, an improved method for estimating the carotene in feeds.

The carotene solutions usually prepared, they say, may contain colored impurities which are not carotene, and which interfere with the final colorimetric determination for carotene.

Some of these impurities can be removed by shaking the crude carotene in petroleum ether with a magnesium hydroxide specially prepared so as to absorb xanthophyll but not to adsorb carotene.

Feeding Turkey Breeding Stock

Breeding turkeys should not be over-fat but should be kept in good flesh previous to the laying season. This may be accomplished by limiting the mash to one feeding daily and keeping a mixed grain ration in hoppers before them all the time. A few weeks before the laying season they should receive more mash feed, which should be kept in open hoppers before them during the day. The grain feed should also be fed in hoppers but should be limited to two feedings daily, giving the heavier grain feeding in the afternoon.

Many commercial feeds on the market give good results in turkey feeding. We have also

found the following formula very satisfactory: 25 pounds soft wheat bran, 25 pounds white shorts, 30 pounds yellow corn meal, 10 pounds pulverized oats, 12 pounds meat scraps (high grade), 5 pounds alfalfa leaf meal and 1½ pounds fine salt. A good grain formula may be made by mixing equal parts whole yellow corn and wheat. Some form of green feed should be provided daily. If possible, it is an excellent plan for breeders to range over green barley, wheat or alfalfa pastures. Shade and plenty of fresh water should be available at all times for the breeding stock and they should also have access to a supply of good sharp grit and oyster shell.—From *Turkey Production in Missouri*.


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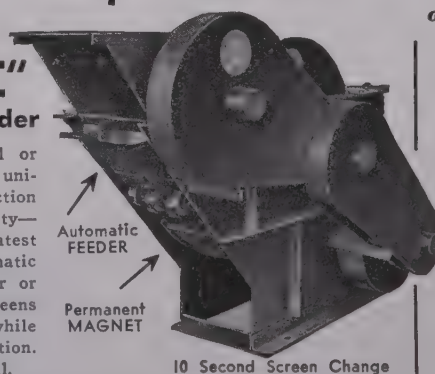
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High Vitamin Content of Domestic Fish Livers

It was only 5 years ago that it was discovered that the livers of many domestic fish contained vitamins a hundred times more potent than the liver of cod.

Halibut was the first domestic fish from which vitamin-bearing oil was successfully extracted. But the number of these domestic fish whose livers are rich in vitamins has steadily increased and now include among others, tuna, swordfish, salmon, dogfish, barracuda, California mackerel and burbot.

The development of this domestic fish oil industry has benefited not only the American fisherman but the American farmer, as well as the chemical, feed and drug industries. It is estimated that the annual value of the fish liver oil sold in this country totals around \$35,000,000.

Contrary to popular conception, baby chicks rather than human babies at present consume most of the vitamin-bearing fish oils produced in the United States.—*New England Poultryman*.

Oklahoma Laying Mash

The Oklahoma Agricultural and Mechanical College in its October, 1940, bulletin, gives the formulas for laying mashes for various purposes, in Table 1.

Formula C. A. 1, given in the first column, is the formula known since 1923 as the A. and M. Laying Mash.

SUBSTITUTING SOYBEAN MEAL FOR COTTONSEED MEAL—It is believed by some buyers and dealers that the influence of cottonseed meal in mashes is causing discrimination against Oklahoma eggs. However, since 1923 the Oklahoma A. and M. College has used a laying mash which contains 5 per cent cottonseed meal. This is equivalent to about 2.5 per cent cottonseed meal in the total hen ration. No eggs known to have been produced by this feed have developed olive green or commonly called cottonseed meal yolks in cold storage. Nevertheless, where it is known that prejudice exists against the use of cottonseed meal, its use should be discontinued and soybean meal substituted.

The substitution of soybean meal for cottonseed meal in the A. and M. Laying Mash, C. A. 1, produces the mixture C. A. 2, shown in the second column of Table 1.

	C.A.1	C.A.2	C.D.3	C.F.4	C.R.5
Wheat bran	27.0	27.0	18.0	...	...
Wheat grey shorts	15.0	15.0	18.0	...	...
Ground Yel. Corn	15.0	15.0	...	21.0	21.0
Pulverized barley	15.0	15.0	18.0	21.0	...
Finely ground whole wheat or finely gr'd whole kafir	...	...	18.0	21.0	21.0
Alfalfa leaf meal	6.0	6.0	6.0	15.0	15.0
Meat scraps	10.0	10.0	10.0	16.0	16.0
Cottonseed meal	5.0	...	5.0	5.0	5.0
Dried buttermilk	5.0	5.0	...	...	...
Powdered limestone or oyster shell	1.0	1.0	1.0	...	...
Salt	1.0	1.0	1.0	1.0	1.0
Soybean meal	...	5.0	5.0	...	...
Pulverized oats	...	...	...	...	21.0
Cod liver oil	...	...	...	...	...
Amount recommended by manufacturer of oil					
Total	100.0	100.0	100.0	100.0	100.0

Where the use of cottonseed meal in laying mashes is continued, it is necessary to use less than 8 pounds in 100 pounds of laying mash to positively prevent the production of eggs that will develop discolored yolks in storage. It is fair to say that this particular kind of discolored yolk caused by cottonseed meal is not spoiled or bad but is sweet and clean and perfectly good to eat. There are other types of discolored yolks produced from other causes that are not good for human consumption.

Feeding experiments have produced evidence that soybean meal is about equal to cottonseed meal as a source of protein for egg production and that soybean oil meal is superior to linseed

meal, peanut meal and corn gluten meal for egg production. Soybean oil meal is rapidly becoming more plentiful and is about the same price as cottonseed meal. Not only is it becoming more available in all towns but the quality is improving due to the growing of fewer and better varieties of soybeans.

C. D 3, column 3, is a combination designed for use when buttermilk is high in price or difficult to obtain.

C. F. 4, uses home grown grains, with either 5 lbs. cottonseed meal or soybean meal. The alfalfa meal will furnish protein, vitamin A and riboflavin. It also adds fiber and bulk. The alfalfa meal must not be expected to furnish the entire amount of green feed the poultry flock requires. The hens must have additional green feed.

Why Cooked Soybean Meal Is Better

J. W. Hayward of the Archer-Daniels-Midland Co., in reporting on a study of the effect of heat on the nutritive value of soybean oil meal, states that:

Investigators working with rats, poultry and swine showed that the nutritional value of the protein in raw soybeans is improved by cooking. These results were confirmed with soybean oil meal and the importance of controlled heating stressed.

This improvement in nutritional value by heating was correlated with the availability of the cystine or sulfur fraction of raw soybean protein by Wisconsin workers. They believed heating the raw soybean made this fraction available nutritionally, since raw soybeans supplemented with cystine produced growth in rats equivalent to that obtained on an autoclaved soybean diet.

Rose more recently proved cystine to be non-essential for rat growth. Methionine was the essential sulfur containing amino acid, but cystine could effectively replace a part of the methionine in the diet.

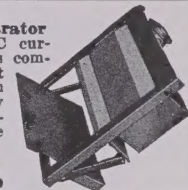
Prompted by this new evidence, we initiated parallel chick and rat feeding trials to clarify the role of methionine and cystine in supplementing diets deriving their principal source of protein from soybeans. The chicks and rats responded similarly.

The raw soybean diets were effectively supplemented with l-cystine but more so by dl-methi-

onine. Autoclaving the soybeans increased their nutritional value to an extent similar to supplementing with the amino acids. Soybean oil meal gave results comparable to autoclaved soybeans. The autoclaved soybean diets were further equally supplemented by either methionine or cystine.

The cause for the improvement in nutritional value of soybean protein by cooking is believed due to a liberation of the methionine and cystine complex, present but not completely available in the raw soybean. The positive response of autoclaved soybeans to additions of methionine or cystine suggests one of two possibilities—either the experimental animals can effectively utilize more of these amino acids than was supplied in our soybean diets or other portions of the protein complex in soybeans may be available by autoclaving.

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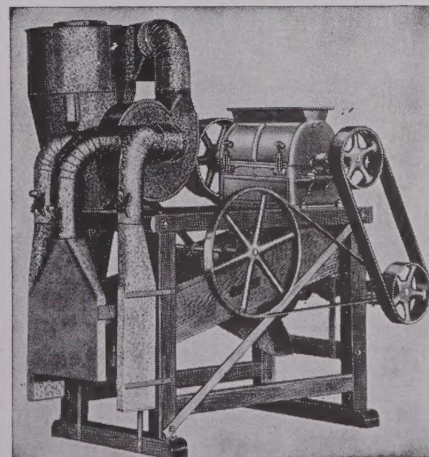
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General Review of the Domestic Soybean Situation

By E. F. (Soybean) JOHNSON, St. Louis, Mo., before American Soybean Ass'n

[Continued from page 275 of Sept. 25 number]

SOYBEANS IN GERMANY.—In the past ten years Germany's imports of soybeans have ranged from a low of 18 million bushels in 1936 to a high of 44 million bushels in 1932. In 1938, the last year on which I have records, Germany imported 29 million bushels, although part of these may have been bought for war reserves.

Without a doubt, Germany would also be able to use large quantities of soybeans in the preparation of "Full Soya" or "Pure Soya." These products are very similar to our low fat soybean flour, but are far more universally used in Germany than in the United States. Even army kitchens in Germany are prepared to use sizeable quantities of soybean flour for improving the nutritive values of many common dishes.

Originally the Netherlands, Belgium and Scandinavian countries imported from 15 to 23 million bushels annually, some of which probably moved on to Germany. In the past, Germany has never been a large buyer of American soybeans (1,575,000 bushels in 1932, 800,000 bushels in 1933, and 354,000 bushels in 1936) due largely to barter arrangements which she was able to make with Japan. However, under existing conditions in Manchukuo, Europe might easily become a potential buyer for 35 to 45 million bushels of soybeans.

OTHER SOURCES OF SOYBEANS.—The 1939 crop of soybeans in Manchukuo, originally estimated at 150 million bushels, apparently was not over 125 million. Early reports indicated a 15 to 20 per cent reduction in the soybean acreage for 1940, due to more favorable government-guaranteed prices on rice and wheat. However, advice this week indicates that late spring rains may have resulted in a change in the soybean acreage to a smaller reduction than anticipated.

Of the 1939 crop, apparently about 55 million bushels have already been exported, or will be before new crop. However, only 4 million bushels of this export have gone to Europe, the balance having gone to Japan or followed the Japanese army into China. Of the 4 million bushels to Europe, a little over a million bushels moved via Trans-Siberian Railway to Germany apparently, and the balance to Italy. It is assumed that the exports to Italy were transhipped to Germany. Since June 10th, all contracts for movement via Italy have been canceled.

With the reduction in acreage, it is very doubtful if Manchukuo with its longer shipping distance would have much to offer in the way of export of beans to Europe.

There has been a tremendous increase in the soybean acreage in the Danube Basin. With 5,000 acres in 1934, meager reports would now indicate 545,000 acres in 1940. Apparently, most of this (395,000 acres) is in Roumania, with some acreage in Yugoslavia (37,000 acres), Hungary (20,000 acres), Greece and Austria making up the balance. Accordingly, conservative estimates, based on an assumption that with the end of the war satisfactory basis for financing and shipping would be possible, indicate that Europe might easily buy 20 to 25 million bushels of American beans. This is based on the possibility of the Danube Basin supplying 8 to 10 million bushels.

MINOR SOYBEAN USES.—Soybean flour production has continued around 25 million

pounds annually. However, recent experimental work for determining the amount of soy flour in meat products may, if approved, allow material increases in the consumption of flour in this field.

Domestic production of lecithin is sufficient to care for the requirements. With the cheaper prices prevailing, the use of lecithin has broadened to include many new uses. We find it now in such industries as textile, paint, lubrication and leather, as well as extensively used in ice cream, candy, cosmetics, salves, soap and mineral oils. Likewise domestic production of soy sauce has eliminated importations. The newest and largest expansion will probably come with edible soybeans, a phase that will be ably covered by other speakers on this program.

DOMESTIC, ECONOMIC AND POLITICAL CHANGES.—At this point, it seems advisable that we make a general summary of conditions that affect the future outlook on soybeans.

Altho correct feeding of all livestock and poultry would use greatly increased amounts of protein concentrates, it is probable that such increased consumption will be very slow.

Eventually, with continued expansion of the soybean crop, we will reach a point at which livestock and poultry cannot absorb the increased meal production along with all of the other available protein feeds.

Continued increase in soybean oil cannot be absorbed in the edible field in competition with lard, cottonseed oil, peanut oil, etc.

The removal of the lard surplus by exportation seems very doubtful, regardless of European developments.

Export of soybeans, soybean oilmeal, or soybean oil to Europe, or any foreign country, seems very doubtful in the immediate future.

Present industrial utilization of both soybean oilmeal and oil, although presenting considerable promise, is too small to make any impression upon the increases that occur yearly.

If we may start with the assumption that the above statements are logical and correct, then it is imperative, if we expect further expansion of the soybean crop, to give especial attention to domestic conditions that might permit of further utilization. In fact, it may be imperative that all phases of domestic consumption be carefully analyzed to find a profitable outlet for the 1940 crop should it make the top production possible.

COMPETITIVE FOREIGN OILS.—Thinking in terms of soybean oil, it would seem logical that we should first search out all possible uses in our own markets and second, attempt an expansion of those markets to use more soybean oil.

In the past few years we have imported annually well over a billion pounds of competitive foreign oils (exclusive of linseed oil). While it is probably true that the soap industry, in order to continue to supply special grades of soap, needs possibly a quarter of a billion pounds of coconut oil annually, there is certainly no logical reason why an additional billion pounds of coconut oil, palm oil, palm kernel oil, babassu oil, etc., should be annually imported into this country.

If I am correct in my fears that we will never again export sizeable quantities of lard, then we must do one of two things: either pro-

vide a domestic market for that lard, or reduce our hog industry 33⅓ per cent. If hogs are reduced one-third, then a similar reduction must be made in the corn acreage. And at that point I would be glad to have any of you tell me what we could plant on that corn acreage.

Our surplus lard stocks today are around 400 million pounds. Does it not seem logical that we should exclude approximately 300 million pounds of coconut oil, 125 million pounds of palm and palm kernel oil, and 100 million pounds of babassu, sunflower, sesame, and other vegetable oils that are imported annually and used in edible products? Does it not seem opportune that we make every effort to protect our own market for our own domestically produced fats and oils? Is it not even more rational that we insist and demand some program that will exclude these cheap foreign oils, especially in these days of preparedness when 10 billion dollars are being appropriated for the construction of battleships, airplanes, etc.?

ENLARGING OUR DOMESTIC MARKET FOR DOMESTIC OILS.—Increase the price level of competitive oils 2 cents a pound and you will be astonished how rapidly many industries will dig formulas, data and operating schedules out of their files which will permit of an extended use of soybean oil in many additional places. Following the splendid examples set by Armour and Company, it is entirely conceivable that 250 million pounds of soybean oil can be diverted into the paint and varnish industry, replacing the linseed oil imported from South America. A combination of these two economic changes would remove instantly all surplus lard and vegetable oils from our domestic market.

REMOVE STATE TRADE BARRIERS.—Soybean oil utilization in oleomargarine has increased from practically nothing in 1935 to 70 million pounds in 1938. Most of this increase

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replaced coconut oil, though some replacement of cottonseed oil has occurred.

At least thirty-one states have some sort of trade barrier against the sale of oleomargarine. In at least two states the sale of oleomargarine which contains any soybean oil is prohibited by law. In a great many others the excise tax ranges from ten to fifteen cents per pound. In addition, many of the states have all sorts of annual license fees. These license fees range from a thousand dollars in some instances for the wholesaler to five dollars for boarding houses that use it. I regret that limitations of time and space prevent my going more fully into the evils of such barriers which invariably result in retaliatory legislation.

ENCOURAGE THE USE OF SOYBEAN OILMEAL IN PLASTICS.—We know from very reliable sources that if and when soybean oilmeal reaches a price of fifteen or sixteen dollars per ton f.o.b. mill, it is then economically feasible to produce bulk plastics at a price below wood. We also realize that it would be an extremely hazardous venture for an industry today to invest money in a plant dependent upon soybean oilmeal being produced in quantities at such a level of prices. We do believe, however, that every encouragement, including financial assistance, should be provided by our government so the United States Regional Soybean Laboratory, or some industry co-operating with them, could have every opportunity to quickly bring to perfection the utilization in mass production of soybean plastics to replace many materials.

Even if soybean oilmeal sold at fifteen dollars per ton bulk, if economic and political adjustments were made, the price of soybean oil could easily be advanced from 43¢ cents (August 6, 1940) to around 6 cents. At these levels soybean growers could expect to receive 70 to 73 cents per bushel for their soybeans.

Lastly, we believe that implicit faith and confidence of the growers, processors, and users which has carried the soybean and its products to their present enviable position will continue. We believe that we are on the eve of a sizeable expansion of the industrial utilization of both soybean oilmeal and oil. We believe the present world situation will definitely hasten and bring to a near point of perfection many of these industrial uses. We even feel, ladies and gentlemen, that five years from now, when some of you may by chance recall or refer to this paper, that we will be looked upon as old-fashioned and ultra-conservative by presuming to ques-

Books Received

BROILERS, The Battery Way, gives complete instructions for the profitable production of broilers in town or country, by the up-to-date battery system. Technical words and phrases have been avoided in this book. Of the 14 chapters one tells the possibilities in the broiler business, another describes the feed, others hatching, killing and dressing, and marketing. A spare room, basement, garage, barn or other building can be used for installing batteries. By W. R. Gorton. Paper, 86 pages; the Elgee Publishing Co., Quincy, Ill., price, 75 cents.

STATE NOXIOUS SEED REQUIREMENTS.—Seedsmen doing an interstate business will find the compilation of state noxious weed seed requirements by the U. S. Dept. of Agriculture very helpful. This is a mimeograph of 85 pages with two charts containing the applicable provisions and recognized interpretations of state laws and regulations pertaining to weed seeds; and is the guide used by the government in administering the new Federal Seed Act. This bulletin is available for distribution thru the Agricultural Marketing Service, which has thoughtfully prepared it for use in a loose leaf binder, permitting replacement with new sheets that will be issued from time to time as changes are made in the state laws or regulations. For a copy we are indebted to W. A. Davidson, senior marketing specialist of the Grain and Seed Division, Washington, D. C.

tion the ability of the soybean grower and industry to forge ahead.

With the harvesting of the crop this fall, I will have rounded out thirty years of experience with soybeans. I feel ridiculous when I think back how badly even I, with all my enthusiasm, have underestimated the possible development of soybeans. Little did I ever dream that I would live to see the day when the United States would become the leading country in the world production of soybeans. Yet, the United States may with this 1940-41 crop move into the top position in the world as the producer of soybeans.

This almost unbelievable increase has been possible in a large measure thru the friendly, co-operative spirit which has always prevailed between the growers and the processors. May this understanding of each other's problems continue as we enter a new decade and an era of unknown destiny.

Bakers in convention at Chicago considered the addition of vitamin B₁, also known as thiamin chloride, to bread. The cost is about one-tenth cent per pound loaf.

Crop Delivery Records

Designed particularly for grain dealers receiving a number of loads of grain from the same farmer, as when an entire crop is marketed by helpful neighbors. Simplifies and expedites recording of each load delivered. Two tickets to a leaf so that loads from two farmers may be separately recorded without turning a leaf. Lines for recording 23 loads on each ticket. Space provided at bottom of each ticket for total net pounds, net bushels, check number, and amount given in settlement. 120 tickets, size $5\frac{1}{4} \times 8\frac{1}{2}$ inches. Duplicating. Originals of goldenrod bond paper, duplicates of manila. Spiral bound so that book lays absolutely flat, or may be folded back upon itself in open position to facilitate entries. Shipping weight 2 lbs. Order Crop Delivery Record Form 69 Spiral. Price \$1.20, plus postage.

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